

# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

Volume 85

OCTOBER 31, 1931

Number 18

Reference Dept.  
7th Tier



## PRAGUE SALT

Genuine German Imported — Used in Place of Saltpetre  
**THE SAFE, FAST CURE**

**HAMS for  
SMOKING**

*"The 21 Day  
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These Hams may  
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or they may be  
boned in the regu-  
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Packed 110 lb. Sacks



The Name is on Every  
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The "Short-  
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*Fancy Boiled  
Ham*

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7 to 10 Day Cure

Perfect Flavor—

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Mild—Tender—

Delicious

THE  
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CURE

## PRAGUE SALT

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WITH  
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Ask for Prague Booklet. The Formulas are Built on Experience and are Trustworthy

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*No Sausage Manufacturer of any size  
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## **Patented Casing Puller**

**SAVES 50% to 65%  
in TIME and LABOR  
at the Stuffing Bench**

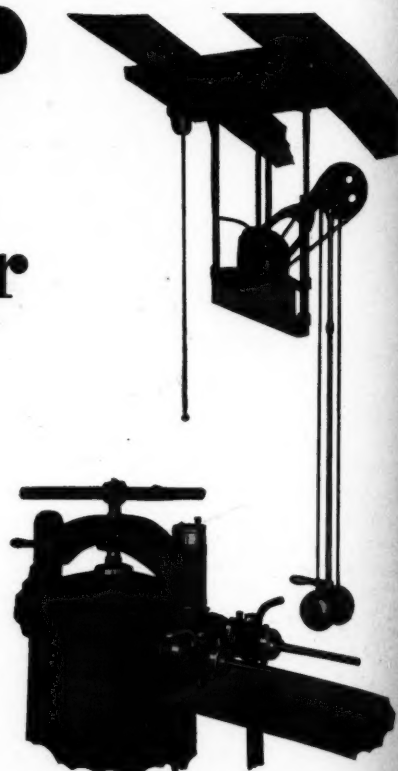
**H**ERE is a machine that will  
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draws the casing on the stuffing tube  
**without tearing** the casing or  
tiring the operator. Makes the most  
tedious labor at the stuffing bench  
the simplest and easiest. Will save  
enough **time to pay for itself**  
in a very short while.

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men can do, without it!*

One of the largest  
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# THE NATIONAL Provisioner

THE MAGAZINE OF THE  
*Meat Packing and Allied Industries*

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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OCTOBER 31, 1931

Chicago and New York

## Is This an Opportunity for Meat Packers to Try Out Quick Freezing?

When quick freezing was first talked about meat packers "passed it up" because of high first cost.

The process that proved commercially practicable in the fish industry — Birdseye — called for expensive equipment, too costly for most packers to experiment with.

More than that, it would have required rebuilding packers' refrigerating equipment, with CO<sub>2</sub> compressors replacing the more economical ammonia machines.

Besides, most packers didn't believe consumers would accept frozen meats, or packaged retail cuts, either frozen or fresh. The idea was too new and radical and few were interested.

### A New Development

Since that time two things have happened which bring this situation to its second stage in the meat trade:

First, consumers are readily accepting quick-frozen packaged meats wherever the right product is properly merchandised.

Second, equipment has been developed which would seem to make it possible for any packer to "try out" quick-frozen packaged meats.

This equipment is an adaptation of the Birdseye method to a smaller and much less costly freezing machine.

Direct expansion ammonia or brine may be used, instead of the more expensive carbon dioxide. The machine may be operated by a small ammonia

compressor of its own, or from the plant compressor.

### Can Be Used Anywhere.

It is portable, and can be moved about from place to place. One model is so small that it can be operated on a motor truck or refrigerator car. It is operated in ordinary room temperature.

Product may be frozen either packaged or in bulk. Tests have shown that packaged product is quick-frozen at less cost than bulk product by the old air method of freezing.

Two-inch packages of meat are frozen in this small machine in less

than 90 minutes. One-inch steaks are frozen in 30 minutes. Unpackaged fish fillets are frozen in from 8 to 10 minutes.

Capacity is sufficient for any ordinary small plant production. Large production is taken care of by added units, though the original double-belt froster is recommended for very large scale production.

### Birdseye Multiplate Froster.

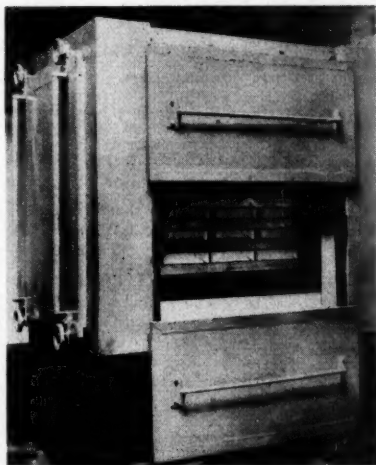
This new development is called the Birdseye multiplate froster. Clarence Birdseye has been working on it in his laboratories at Gloucester, Mass., for nearly two years, and it has been under practical commercial test for some time, so that General Foods Corporation, which controls the Birdseye patents, is now willing to have the facts made public.

The froster consists of a series of refrigerated plates, one above the other, capable of being opened to receive product placed between them and closed upon the product with any desired pressure. Each plate is aluminum alloy cast around metal coils. In the commercial models of the machine the plates are 36 in. wide, 52 in. long and about 2 in. thick. They are machined and ground smooth on both sides.

### Products Frozen Under Pressure.

The relative movement of the plates is obtained by an ingenious arrangement of pantographs or lazy tongs. Motion and pressure are imparted by a cylinder, hydraulically operated, located under the bottom of the lower plate. The entire apparatus is inclosed in an insulated cabinet and can be operated in ordinary room temperatures.

Since the plates are placed one above



READY TO START FREEZING.

Here packaged food products are closely pressed between the refrigerated plates, and when the door of the refrigerated cabinet is closed freezing will start. Freezing progresses simultaneously toward the center from both sides.

One-inch steaks are frozen solid in 30 minutes. Two-inch packages of meats, fruits or vegetables are frozen in less than 90 minutes. Unpackaged fish fillets freeze in 8 to 10 minutes.



the other, a dozen layers of product can be frozen in a room having a 10-ft. clearance. This makes possible a large production in small floor space.

Pressure on the product between the several plates is uniform and may be maintained automatically from zero up to 150 lbs. per square inch, it is announced. All models of the machine have sliding doors front and rear for loading and unloading. Removable doors are placed at the ends for access to the apparatus.

#### Made in Several Sizes.

The froster is made in several sizes, the smaller being portable and entirely self contained. The compressor and other equipment is installed in a compartment at the bottom, and the whole is mounted on casters. The smaller frosters can be operated wherever electricity and cold water are available—in heated rooms or even on trucks and railroad cars.

The larger models, it is announced, also are portable. Refrigeration may be supplied to them either from ammonia compressors installed for the purpose or from refrigeration facilities already available in plants in which the frosters are to be used. If desired, brine may be used instead of ammonia.

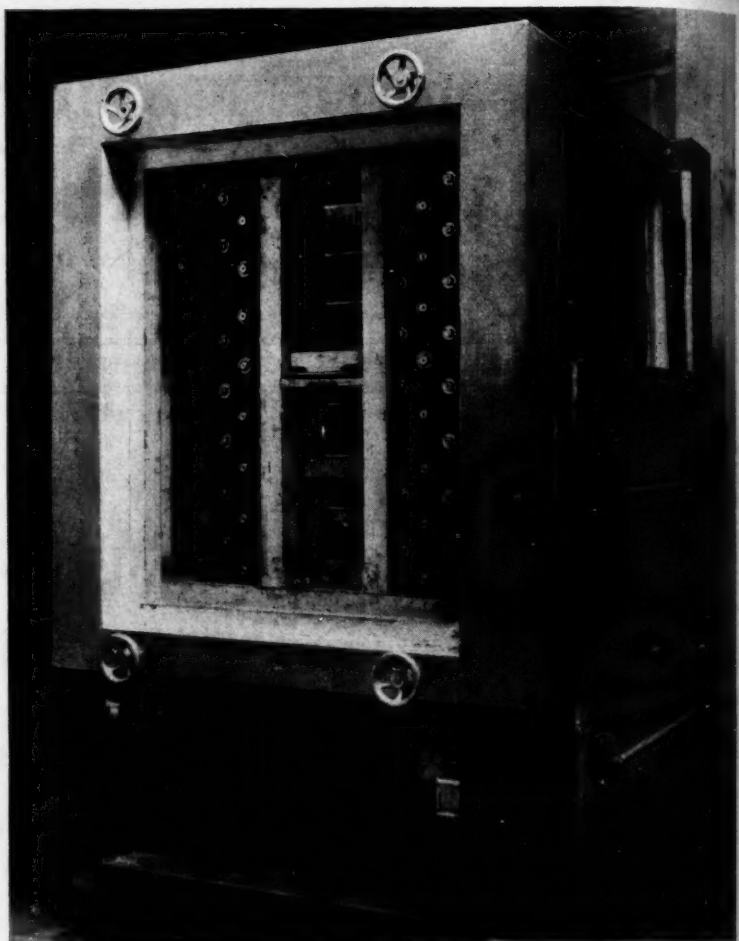
Tests made on the machine indicate that the accurate control of pressure on product and the high conductivity of the plates make possible a high freezing efficiency. It has been found that when the temperature of the plates is maintained at 25 degs. below zero Fahr., 2-in. packages of seafood, meats, vegetables and fruits can be completely frozen in less than 90 minutes. Ordinary fish fillets freeze in 8 to 10 minutes; 1-in. steaks in 30 minutes.

And inasmuch as freezing of product progresses simultaneously toward the center from both sides in a sharply defined line, no single cell or group of cells requires more than 15 to 20 minutes to pass through the "zone of maximum crystal formation," it is said.

#### Ammonia or Brine Used.

And with a temperature of -25 degs. Fahr. the use of direct expansion, single stage ammonia as the refrigerant, the suction line operating at approximately 3 lbs. back pressure, is possible, it is pointed out. Thus a considerable saving in freezing cost, as well as floor space, is made.

Among the advantages claimed for this machine are a comparatively low first cost, a greater output per square foot of floor space and a higher freezing efficiency. In this connection it is estimated that the conventional type of quick freezer capable of freezing 50,000 lbs. of product daily at 15 degs. below zero Fahr. would cost, without building or compressor, more than \$20,000 and



THIS NEW QUICK FREEZER CAN BE USED ANYWHERE.

Showing how product is frozen between horizontal plates, pressure being applied through lazy tongs actuated by hydraulic pressure. Four sizes of machines are available, the smaller two being entirely self contained and mounted on casters for easy transport.

The plates are installed in an insulated cabinet, with sliding doors at front and rear for loading and unloading, and removable doors at the ends for access to the apparatus. In one model the plates can be swung to a vertical position for freezing liquids.

One of the end doors has been removed from the freezer to show the lazy tongs that actuate the refrigerated plates and put pressure on the product being frozen.

would occupy not less than 4,000 sq. ft. of floor area. Multiplate frosters having the same capacity would cost much less and would occupy only 120 sq. ft., and only about 400 to 800 sq. ft. including all necessary working space.

Four models of the machine are being produced. General specifications of these frosters are given in the following table:

The four-station machine is self-contained and has compressor tanks and pressure pump installed on base underneath the insulated freezing chamber. All controls are accessible and gauges are in plain sight. The machine is mounted on heavy ball bearing casters to facilitate moving it from one location to another.

(Continued on page 24.)

	10 station.	5 station.	4 station.	2 station.
Number of plates	11	5	5	5
Size of plates (inches)	36 x 52	36 x 52	36 x 52	18 x 24
Maximum opening between plates (inches)	3 1/2	7	3 1/2	4 1/2
Permissible product thickness (inches)	1/4 to 3/4	7	3 1/2	4 1/2
Capacity per hour (lbs.)	734	367	294	30
Capacity per 24 hours (lbs.)	17,616	8,808	7,056	720
Refrigerant used	Direct expansion ammonia or calcium brine.	Direct expansion ammonia or calcium brine.	Direct expansion.	Direct expansion.
Temperature control	Manual or automatic	Manual or automatic	Automatic	Automatic
Floor space	66 x 82 in. 37.5 sq. ft.	66 x 82 in. 37.5 sq. ft.	66 x 82 in. 37.5 sq. ft.	36 x 48 in. 12 sq. ft.



# What Class of Hogs Yields Best in Pork Cuts?

Finest grades of market hogs are included in the barrow and gilt class. Practically every load of hogs of this class is made up of mixed sexes.

Some investigations have tended to the belief that gilts as a class yielded a higher percentage of the most valuable pork cuts than barrows.

With the exception of a slight advantage in the yield of ham, these contentions were not borne out in an extended study on a large number of hogs carried out at the University of Illinois.

This study showed that barrows produce a slightly higher carcass yield, while gilts yield a little more ham. But in both cases the differences are small.

In spite of the large number of hogs included in this study, the investigators are of the opinion that further study is needed before a sex discrimination can rightfully be made on the basis of carcass or ham yield.

Some time ago THE NATIONAL PROVISIONER published a series of articles based on tests made in Wisconsin packing plants, which indicated that gilts on the rail had a higher money value than barrows of the same weight and finish. The following is a report of the results of the Illinois tests, prepared for THE NATIONAL PROVISIONER by those who made them.

## Effect of Sex on Yield of Pork Products

By Fred C. Olson and Sleeter Bull.

A difference of opinion exists in the packing and livestock industry as to the relative merits of barrows compared to gilts as meat producers. A summarized statement from two different packer buyers and two skilled hog salesmen illustrates this difference of opinion.

One packer buyer says: "Can not say I would pay more for a straight load of barrows than of gilts; if both loads were prime and I had my choice at equal price, I probably would take the barrows."

The second buyer says, "Generally speaking, all buyers prefer barrows to gilts and at all times from 5 to 15 cents per hundredweight premium can be made on barrows. Believe there is little or no difference in actual value providing gilt is a pure gilt and has not been bred. . . . Pure gilt with equal quality should dress just as good or a little better than a barrow, for, like all females, the sow runs a little wider at

the hips and this results in a little better yield of hams."

### Differences of Opinion.

A Chicago hog salesman has this to say: "The market as a whole shows little preference, though one or two buyers working for small killers do show a preference for barrows. The question is seldom raised as very few straight loads of barrows or of gilts are received."

A second salesman, operating on another large market, says: "Possibly

have any material effect upon the yield of pork products? It is true that in the mature boar and sow certain differences exist due to the development of secondary sex characteristics.

Let us consider for a moment the average 225-pound hog, one of the most popular in size and number that reaches our hog markets. The majority of these hogs come to market between the ages of 6 and 8 months. A hog at this market weight has not reached maturity.

Most male pigs are castrated at or before weaning time, which is usually within the first six weeks of the pig's life. Castration at this early age prohibits the development of the male secondary sex characteristics which are

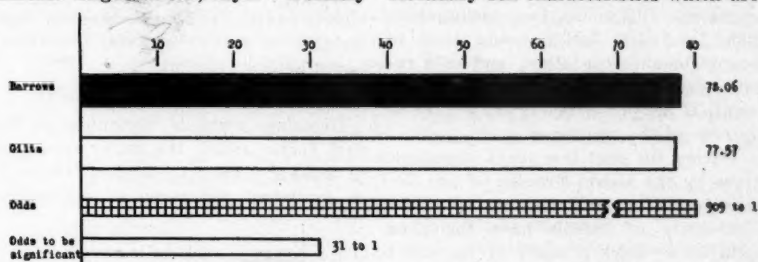


CHART I.—DRESSING YIELDS OF BARROWS AND GILTS.

In a test made on a large number of hogs at the University of Illinois, barrows outyielded gilts by 0.5 per cent. The odds were found to be 909 to 1 that barrows will yield better than gilts, conditions being the same.

in extreme cases we could make a straight load of barrows bring as much as 15 cents a hundredweight over a load of gilts of the same kind. Actually, I do not recall seeing a straight load of barrows, or a straight load of gilts either."

Some pork men claim that carcasses and also bacon bellies from gilts are fatter than barrows, and that this excess fat in gilt bellies may in many

evident in the mature boar. The barrow will not develop coarse shoulders, shields or small hindquarter, but instead has a tendency to develop infantile and female characteristics.

The open gilt, fed and handled in the same manner as the barrow, reaches market weight shortly after puberty, which in swine is between five and six months of age. Her ovaries have secreted hormones during only a short

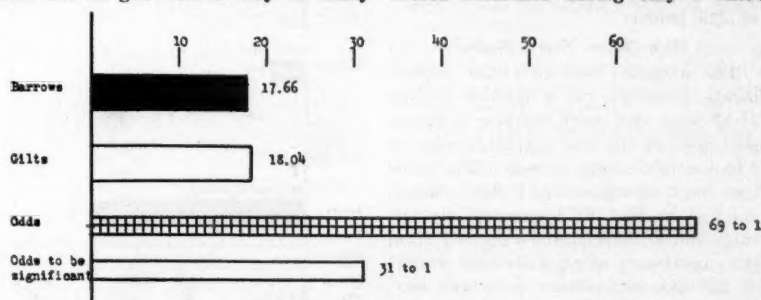


CHART II.—HAM YIELDS OF BARROWS AND GILTS.

In the Illinois study of yield according to sex it was found that gilt carcasses cut 0.39 per cent more ham than barrow carcasses. The odds are 69 to 1 that gilt carcasses will yield heavier hams. This advantage, however, is only apparent, due to the higher dressing yield of the barrows.

cases place them in a lower bacon grade.

### What Has Sex to Do with It?

The only way to answer this question is to determine the fat content of the carcasses and bacon bellies. This study has been made, and the results will be discussed later.

Should we expect the sex of hogs to

period of her life, and consequently her sex has not greatly affected the secondary sex characteristics. It is doubtful if the affect is sufficient to alter the development of the body so that one can distinguish between an open gilt and a barrow, or between the carcasses of the two, by these characters alone.

E. Z. Russell of the Bureau of Ani-

mal Industry, reports that average gains on 2,635 gilts and sows were only 95.6 per cent as efficient as the gains on 3,018 barrows. If the barrows gain more efficiently than the gilts, it may be that this difference in rate of gain is a casual factor rather than a result of the activity of sex hormones.

#### Gain of Sows vs. Barrows.

Under such conditions it would be logical to expect the barrows to be either fatter or growthier than the gilts. The female, however, is accredited with reaching sexual maturity at an earlier age. Associating with this earlier maturity is the deposition of larger amounts of body fat, thus apparently producing fatter bacon bellies and carcasses. If these two assumptions hold true, one factor would tend to counterbalance the other, and as a result we should expect to find only a small, if any difference in the degree of fatness of the two sexes.

During the past few years investigations by the Meats Division of the Department of Animal Husbandry of the University of Illinois have furnished data from which a study of the effect of sex on the yield of carcasses and pork cuts could be made.

The swine type studies and the soft pork investigations give available data on the chief pork cuts. Individual data were available on the carcass, ham, and bacon belly yields from 240 barrows and 205 open gilts, slaughtered at an individual weight of 225 pounds. The type studies furnish, in addition, individual information on the yield of loin, picnic and Boston butt, as well as the percentage of fat contained in the entire carcasses and bacon bellies of 103 barrows and 61 open gilts at individual weights of 225 pounds.

#### How Tests Were Made.

The animals used in these experiments, although not a random sample of all hogs that reach market, do represent hogs of the best market grades at a live weight of 225 pounds. The swine type hogs were purebred Poland-Chinas, started on feed at approximately the same initial weight and removed from the experiment at an individual weight of 225 pounds. There were 103 barrows and 61 gilts in this study, and with the exception of the first year they were fairly well divided as to sex. The rations fed were the same except that some were hand-fed and others self-fed.

A total of 281 hogs, including 137 barrows and 144 gilts, weighing approximately 70 pounds at the beginning of the test and slaughtered at an individual weight of 225 pounds were used in the soft pork trials. The pigs allotted were as nearly uniform as possible in weight, sex, thrift and breeding. All of the hogs were purebreds of

the recognized lard breeds except for a few cross-breeds.

All hogs were fasted over night and slaughtered by shackling and sticking. They were dressed head on, leaf fat in and ham facings on. The carcasses were put into a cooler at 30° to 32° F, chilled from 48 to 72 hours and weighed cold. The dressing percentages were calculated from the fasted live weight and the cold carcass weight. The yield of the pork cuts was obtained by dividing the weight of the cold carcass into the weight of the trimmed cuts and multiplying by 100.

All the chilled carcasses were cut in the meat laboratory by experienced meat cutters. In the type study, records were kept of the yield of all the pork cuts. In the soft pork studies, only weights of chilled carcass, hams and bacon bellies were taken.

#### Dressing Yield Controls Bids.

Dressing yield is undoubtedly the first factor which the buyer considers in making a bid on a load of livestock. A consistent difference of estimating

only a per cent in yield higher than actual will bring a response from the killing floor, because it makes an appreciable difference in the cost of the finished carcass. A 225-pound hog costing 7 cents on foot and dressing one per cent less than estimated, will make the cost 12 cents a hundred more in the carcass.

From the idea advanced that gilts are fatter than barrows we would expect the gilts to dress higher than comparable barrows, since degree of finish is the determining factor in yield of quality hogs.

From our study of the effect of sex on dressing yield we find that this does not hold true. The barrows out-yielded the gilts each year. In six years out of the eight the difference was fairly pronounced, while in two years there was hardly any difference.

In all cases the differences in yield between the sexes were less than 3.17 times their probable error, and consequently the differences cannot be considered significant, although they are indicative. The average difference as tested by "student's method" measures the probability of the barrows dressing a higher per cent than the gilts. The average difference in dressing yield is 0.5 per cent in favor of the barrows with odds of 909 to 1 that barrows will yield more than gilts.

#### Barrows Outyielded the Gilts.

If gilts, due to their anatomical makeup, were to yield heavier hams, this yield would have to be considerable to make them actually worth more than barrows. Furthermore, if there exists a superiority in yield of one or more pork cuts in favor of one sex over the other, then naturally the latter sex should have higher yields of some other cut. That is to say, the higher yields of certain cuts in one sex will be offset by higher yields of other cuts in the opposite sex. The difference in value of these cuts will determine the importance of any discrimination.

From our previous discussion of the factors that may cause gilts to develop larger hindquarters, we concluded that there was little justification to expect a marked difference in the yield of hams. In six out of the eight years the gilts yielded hams somewhat larger than the barrows, one year there was no difference while in another the barrows yielded heavier hams. In only two of the eight years were the differences in yield significant, although the results as a whole may be considered indicative. All of the gilts averaged 0.39 per cent more ham than all of the barrows, with odds of 69 to 1 that gilts would yield a larger ham upon repetition of the test.

We ordinarily believe that in removing (Continued on page 43.)

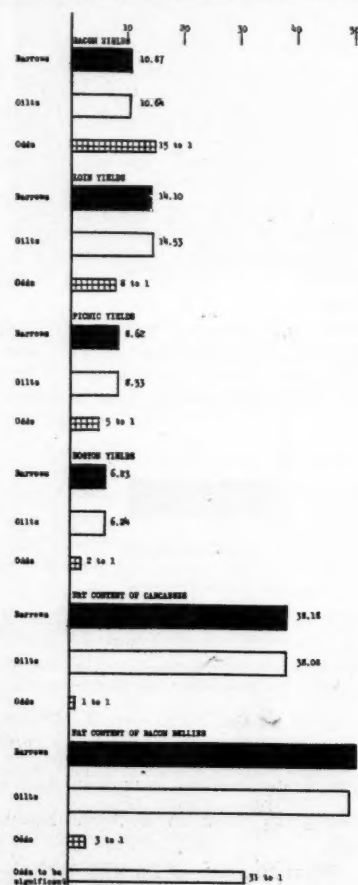


CHART III.—SEX NOT IMPORTANT YIELD FACTOR.

There was no significant difference found in the average yields of bacon belly, loin, picnic, Boston butt or fat content of carcass and bacon belly between barrows and gilts studied in the Illinois meat type and soft pork experiments.

# How to Keep Packer Purchasing Department Records

Every packer maintains either a well-established purchasing department or—where this is not warranted by the size of the company—the purchasing function is in the hands of a single responsible member of the staff.

In either case adequate records must be kept if purchasing is to be done efficiently.

Few other departments connected with the administration of a meat packing plant require as much careful detail as to records, follow-ups, summaries, etc., as the purchasing department.

In some companies these systems are well established, while in others the records are not such as to give best results.

Many practical suggestions for the efficient operation of a purchasing department are given here by a student of the subject, with reasons for the use of the various types of records advocated, and the results logically to be expected from their use.

## Purchasing Records and System

By J. J. Berliner.

Purchasing records are a very important factor in efficient buying. Before the purchasing agent can do his work efficiently, he must have before him certain information. All this data and information must be collected and classified in systematic form.

Scientific purchasing lies in the breadth and strength of the purchasing executive's judgment. In order to exercise this judgment, he must be relieved of the minor details of department routine. A great many purchasing executives are so hampered by myriad little things that they have neither the time nor the energy to devote to their real work.

For this reason, a well-defined purchasing system should be installed which will reduce clerical routine to its lowest denomination and free the purchasing agent from the obstruction of misplaced details.

### Make All Facts Available.

The ideal purchasing system records every essential fact, with a minimum of labor, and in such shape that it is instantly available as a basis for intelligent decision and action.

It encompasses continuity of facts which lead from the requisition to the paying of the invoice with information

available at all times to show at just what stage the transaction has arrived.

It should eliminate guess work and make the knowledge and experience of the department a matter of record rather than of recollection.

It should insure accuracy on prices, quantities and deliveries, and automatically prevent duplication of orders and twice paid invoices.

### Should Be Self-Checking.

However, no system can attain such perfection that it will run itself. Any method of recording purchasing activities should be self-checking throughout; should eliminate as much possibility of error through transcription as may be obtained; and should require as little supervision as is consistent with the importance of the information recorded.

For reference and certainty, all purchases should be based upon written requisitions. Usually these originate in the stock department, although some concerns allow foremen to issue requisitions for their particular departments.

A majority of concerns have a central stock clerk, who alone is responsible for all of the stock and raw material used in the plant. In such instances, the various department foremen look to him both for stock and information, and he, in turn is representative of them, and stands between

them and the purchasing agent in the daily affairs.

### The Requisition Blank.

The requisition blank should be of standard size and should contain the following:

1. Size, 4 by 6, or 5 by 8, or 8 by 10, for convenience in filing.
2. Numbered in sequence for the convenience of the stock clerk in following up and for convenience of the purchasing agent in filing.
3. Show quantity and quality desired, with sufficient detail to allow the purchasing agent to answer any questions put to him by the seller, in case of doubt.
4. Show the nature of the work intended to be done with the articles ordered, except in case of raw material.
5. The department for which the goods are intended should appear to enable the purchasing agent readily to obtain first-hand information if necessary.
6. Provide suitable space for typing in the purchase order number for convenience in reference.
7. At least two copies should be made out; more if the system involved in a particular case necessitates it.

If a requisition blank is provided with the above information it covers all points necessary to begin a purchase, and is suitably provided with the essential features to permit following up by the stock clerk, and reference by the purchasing agent.

### Filing of Requisition.

The purchasing agent, after the order is typed in, files his copy under commodities. On following-up he can refer to the requisition by number, thus enabling him to have ready and quick reference to it. On looking up the order, the purchase order number and the whole transaction will be immediately connected.

Whenever and wherever time and conditions permit, and it is deemed advisable, quotations should be obtained from several dealers.

Many concerns prefer doing this by letter, but the simplest and best method would be by regular printed quotation form blank with necessary details of such a transaction, showing the requisition number, and allowing suitable space for specifications. The time limit for an answer should be printed thereon. By having a printed form typed in, as necessary, dealers immediately sense the fact that other firms are receiving this quotation, and it has a tendency to bring results in the form of the best price.

### The Purchase Order.

In making out purchase orders, care should be taken by purchasing agents and their clerks to specify sufficient detail to make a complete statement of what is ordered as to quantity and quality, prices, discounts, terms, routing, etc., which, if followed carefully, will prove valuable in case of disputes or litigations.



HAVE YOUR RECORDS RIGHT.

(Continued on page 25.)



### Packers' Traffic Problems

Comment and advice on transportation and rate matters of the meat and allied industries. For further information, write The National Provisioner, Old Colony Bldg., Chicago, Ill.

#### FREIGHT RATE ADVANCES.

Under date of October 20 the Interstate Commerce Commission released its long-awaited decision in the general rate advance case. Contrary to the general belief, the decision made no provision for any percentage advance, but did provide means for advancing certain rates by means of specific increases.

The Commission recognized that the carriers were in the throes of a serious economic situation, but referred to the fact that the same situation was affecting all others. They did not view the carriers' dilemma as hopeless, but as one requiring serious consideration and study.

They called attention to the fact that much of the financial difficulty of the roads is chargeable to the deficit in the operation of passenger service. This deficit was reckoned at the staggering total of \$450,000,000. This is not a deficit in its true sense, but is the amount which the passenger service falls short, in contributing as its proportionate share toward taxes and return.

The commission in permitting the increases did so with the provision that earnings resulting from the increases shall be "pooled," so as to provide a fund for protecting the weaker lines now unable to earn their fixed charges. As soon as the carriers agree upon such a plan and submit it in a form acceptable to the Commission the new rates will be authorized.

#### How It Affects Packers.

Brushing aside all of the technical language, unimportant to the livestock and meat packing industry, the following advances are to be permitted.

Two cents per 100 pounds on all carload rates on fresh meats and packing-house products, such as cured meats, lard, etc. On short haul rates the increase may not exceed the present carload charge by more than 10 per cent.

Two cents per 100 pounds on all less-than-carload freight over 250 miles in haul. From 175 to 250 miles the increase is one cent. On hauls of less than 175 miles no increase is proposed.

Switching charges are generally to be increased ten (10) per cent.

Where traffic moves by use of more than one rate, only one increase is to be applied to the total rate.

No increases are to be made in rates recently prescribed by the Commission, but not yet made effective.

No increases are to be made in the following commodities shipped by packers: Cattle and calves, single deck; calves, double deck; sheep and goats,

single deck and double deck; hogs, single deck and double deck.

An increase of \$3.00 per car is to be made in coal and coke rates, and on lumber, box material and veneers.

An increase of \$6.00 per car is to be made in crude phosphate rates.

An increase of one cent per 100 pounds is to be made in the rates on fuel oil, ice and fertilizers, n.o.s.

#### Some Effects to Follow.

Generally speaking, the Commission sought to exclude from the increases the agricultural commodities, hence livestock was excluded. This, however, will permit the shipping packer to enjoy his present livestock rates. It probably will precipitate a new fight between the Eastern and Western groups, such as was started in 1923.

This ruling is to be followed by an investigation into several phases of transportation. One of vital interest is an investigation into the operation of private car lines. It is believed by many that the carriers will seem to reduce the amount they now pay these private car owners as mileage on the loaded and empty movements.

The decision is under consideration by railway executives, and it is too early to predict their re-action, or when the rates will be made effective.

#### PACKER AND FOOD STOCKS.

Price ranges of packer, leather companies, chain store and food manufacturers' listed stocks, Oct. 28, 1931, or nearest previous date, with number of shares dealt in during week, and closing prices on Oct. 21, 1931, or nearest previous date:

	Sales.	High.	Low.	—Close—
	Week ended	Oct. 28.	Oct. 28.—	Oct. 21.
	Oct. 28.	Oct. 28.—	Oct. 28.—	Oct. 21.
Amal. Leather..	.....	.....	.....	7 1/2
Do. Pfd. ....	.....	.....	.....	7
Amer. H. & L. ....	100	3	3	3
Do. Pfd. ....	40	11	11	12 1/2
Amer. Stores ..	900	39	38 1/2	38 1/2
Armour A .....	3,350	1 1/2	1 1/2	1 1/2
Do. B. ....	2,950	1/2	1/2	1/2
Do. Ill. Pfd. ....	700	9 1/2	9 1/2	8 1/2
Do. Del. Pfd. ....	900	32	31 1/2	32 1/2
Barnett Leather ..	300	39 1/2	39 1/2	39 1/2
Beecham Pkg. ....	300	39 1/2	39 1/2	43 1/2
Bohach H. C. ....	.....	.....	.....	52
Do. Pfd. ....	25	100	100	100
Brennan Pack. ....	.....	.....	.....	19
Do. Pfd. ....	.....	.....	.....	56
Chick C. Oil. ....	100	8 1/2	8 1/2	8 1/2
Childs Co. ....	4,400	13	12 1/2	12 1/2
Cudahy Pack. ....	500	37	37	38 1/2
First Nat. Stores ..	2,900	48	48	52
Gen. Foods .....	25,500	38 1/2	35 1/2	37 1/2
Gobel Co. ....	17,300	7	6 1/2	7
Gr. A. & P. 1st Pfd. ....	70	120 1/2	120	110
Do. New .....	150	170	168	170
Hormel, G. A. ....	100	18	18	20
Hygrade Food. ....	1,200	4	3 1/2	4
Kroger G. & B. 16.000	20 1/2	20	20 1/2	21 1/2
Libby McNeill. ....	2,050	7 1/2	7 1/2	7 1/2
McMarr Stores. ....	.....	.....	.....	8 1/2
Mayer, Oscar. ....	.....	.....	.....	5 1/2
Mickelberry Co. ....	.....	.....	.....	6 1/2
M. & H. Pfd. ....	.....	.....	.....	6
Morrell & Co. ....	400	33	33	34
Nat. Fd. P. A. ....	100	1 1/4	1 1/4	1 1/4
Do. B. ....	.....	.....	.....	1 1/4
Nat. Leather. ....	100	1 1/2	1 1/2	1 1/2
Nat. Tea .....	1,700	11	10 1/2	11 1/2
Proc. & Gamble ..	6,900	47 1/2	46	47 1/2
Do. Pr. Pfd. ....	20	107	107	110
Rath Pack. ....	100	15 1/2	15	15 1/2
Safeway Strs. ....	7,600	48 1/2	47 1/2	50 1/2
Do. 8% Pfd. ....	50	79	79	75
Do. 7% Pfd. ....	210	91	91	98
Stahl Meyer .....	.....	.....	.....	12 1/2
Swift & Co. ....	7,100	22 1/2	22 1/2	23
Do. Intl. ....	3,650	31	30 1/2	31
Truist Pork .....	.....	.....	.....	10 1/2
U. S. Cold Stor. ....	.....	.....	.....	33 1/2
U. S. Leather. ....	.....	.....	.....	3 1/2
Do. A .....	900	5 1/2	5 1/2	5 1/2
Do. Pr. Pfd. ....	.....	.....	.....	7
Wesson Oil .....	3,900	16 1/2	16 1/2	15 1/2
Do. Pfd. ....	500	49 1/2	49 1/2	50
Do. 7% Pfd. ....	110	83	82 1/2	83
Wilson & Co. ....	2,300	1	1	2 1/2
Do. A .....	900	2 1/2	2 1/2	2 1/2
Do. Pfd. ....	200	21 1/2	20 1/2	21 1/2

### Chains & Voluntary Chains

News and Views in This New Field of Meat Distribution.

#### ANOTHER CHAIN TAX UPHELD.

Validity of the North Carolina chain store tax law has been sustained by the United States Supreme Court. This law fixes a tax of \$50 on each chain or branch store in excess of one within the state.

Decision was made on the basis of the court's ruling in the Indiana case, which also sustained a state law taxing chains on a graduated basis. No opinion accompanied the latest decision. As the court has refused a rehearing in the Indiana case, this appears to settle the principle that states can tax chains as they please.

Two members of the high court, Justices Van Devanter and Sutherland, concurred in the decision solely upon the ground that the decision in the Indiana case is in point and controlling. If the question were still open they would regard the tax as repugnant to the Fourteenth Amendment for the reasons stated in the dissenting opinion in the Indiana case. (The opinion in the Indiana case was published in the May 23, 1931, issue of THE NATIONAL PROVISIONER.)

Justices McReynolds and Butler were of the opinion that the judgment in the North Carolina case should have been reversed.

The North Carolina chain store tax law was attacked in the case of Great Atlantic & Pacific Tea Company et al. v. Maxwell, Commissioner. It provides for a license fee of \$50 on each and every chain or branch store operated in the state in excess of one. The Indiana law fixes a graduated license tax, increasing with the number of stores under one management in the State.

During the argument of the North Carolina case, counsel for the establishments attacking the tax sought to differentiate between the Indiana and North Carolina laws, maintaining that "to require a license of all storekeepers in the State," as in the Indiana case, "is one thing, but to arbitrarily create a new class of storekeeper for the sole purpose of requiring him to take out a license for the privilege of being what the State arbitrarily defines him to be, is quite another thing." It was argued at the time that the North Carolina law sets up a special class of storekeepers, those who operate more than one store, and taxes them as such.

#### FLORIDA CHAIN TAX UPHELD.

The Florida chain store tax law has been declared constitutional in a decision handed down by Circuit Judge E. C. Love. Judge Love's order declaring the law valid cited the U. S. Supreme Court decision which upheld the Indiana chain store tax and the North Carolina Supreme Court decision which upheld a chain store act in that state. The Florida law places an excise tax on all stores, the tax increasing on a graduated scale based on the number of stores.

## EDITORIAL

### *You Get Out What You Put In*

The 1931 annual convention of the Institute of American Meat Packers is history. It was a most constructive affair. Those who were responsible for the program and who addressed the various sectional meetings and convention sessions performed their duties well. A great mass of very valuable information was given out—facts that have much potential value in improving methods and processes, increasing merchandising efficiency and reducing waste and loss.

The value this convention will have for the industry as a whole is now up to the packers. It will have been very much worth while if the information dispensed is put to practical use. Its worth will be lessened in proportion to the degree with which packers neglect or ignore the possibilities for business betterment.

No one, no matter how faithfully he attended the various sessions, or how attentively he listened to the various addresses, could possibly absorb and retain all of the valuable information and facts brought out by the various speakers. Regardless of how interested he may have been to get and keep everything that could be applied with profit in his business, the probabilities are that he missed much that was worth while.

The fall of the gavel at the last session, therefore, did not close the affair for those packers who believe the time and money spent to attend should pay a profit. They will carefully study the published reports in THE NATIONAL PROVISIONER'S Convention Number, to make sure they have missed nothing that will aid them in putting their business on a more profitable and efficient basis. As for those who stayed home, it's their sole chance to benefit. That's one reason why THE NATIONAL PROVISIONER'S annual Convention Number comes pretty near being the Year Book of the industry.

### *Getting Rid of Chain Competition*

Retail food dealers believe the consumer is more critical of service today than she was a few years ago, and that her demands are more exacting. Perhaps this is true. But if it is, how can the growth of the chain store, particularly the cash-and-carry chain store, which gives less service, be explained?

Price at which merchandise is sold is a factor, of course, and a most important one, but it is not a magnet that attracts all types and classes of

housewives. If there are some who patronize the chain store because of low price, there are others who are more interested in quality products and service and who are willing to pay a little more, if necessary, to get them.

Some of our merchandising experts have advised the independent to adopt chain methods, and to meet the chains on their own ground. Some others are not so sure this is the profitable thing to do.

When the independent follows the lead of the chains he must compete for customers among those who prefer the chain store type of service. In this field, some think, the independent is at a distinct disadvantage. He is following the lead of a strong competitor, and he will be fortunate indeed if he can get his share of this business at a profit.

On the other hand, he can put his store in a class by itself, forget the business that is going to the chains, and go after the patronage of those housewives who do not care to trade at the chain store. When he does this he has something distinctive to offer, and he eliminates the chains from competitive consideration.

### *Is This a Price or Quality Year?*

In such a year as 1931 it is not surprising that price should be the central theme for discussion.

So much emphasis has been placed on price that some of our high quality houses have at times despaired and said, "What's the use? We make a product of high quality with the best materials, and then some 'grave digger' comes around and makes us give it to him at starvation prices." This is heartbreaking, especially if we see some competitor with a cheaper product enjoying an increased volume, apparently at a profit.

But if we were in that competitor's shoes we might not be so happy as we think he is. His is not an easy road. Don't forget that the price cutter has to face the same "grave digger" and be ground down on price, because he has not proved quality with which to shield himself. When there is a surplus on the market, or when buying power is low, then prices must go down, and quality products and cheap products suffer alike.

In such a year of agricultural surplus as this consumers may pick and choose. Smart merchandisers in the food field say that consumers have been picking quality. The quality level of foods seems higher than it ever has been before.

At close range 1931 may look to us like a price year, but in the general food trade history it looks as if it will go down as one of improvement in food quality.

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# Practical Points for the Trade

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## Scrapple Formulas

A packer in the East is planning to manufacture scrapple and wants a good formula. He writes:

Editor The National Provisioner:

I am planning to manufacture scrapple and would appreciate receiving a good formula from you. I have thought that I would use cured meats in this product instead of fresh meats. Could this be done?

Scrapple is a product that might be made of cured meats if desired, although fresh meats generally are used. There would seem to be no advantage in using cured meats, however, unless it were desired to secure a particular flavor that only cured meats can give or to put "something different" on the market. This packer might experiment with cured meats in his formula and see what customer reaction would be.

### Western Scrapple Recipe.

A recipe for scrapple very generally used by Western manufacturers is:

#### Meats—

100 lbs. hog snouts  
50 lbs. hog cheeks

Boil until thoroughly done. Have about 150 lbs. water from the boiling. Skim all the grease from this water and add 75 lbs. cornmeal and cook 20 minutes. Then add 14 oz. white pepper, 4 oz. sage, 2 oz. mace, 1 oz. red pepper, and the snouts and cheeks, which should be ground very fine.

If the snouts and cheeks are not available, use some other kind of meat; straight head meat will do.

### Another Commercial Formula.

The following is another commercial formula which has proven successful:

#### Meats—

75 lbs. fresh pork snouts,  
150 lbs. fresh pork rinds,  
125 lbs. fresh pork necks,  
50 lbs. fresh pork livers,  
35 lbs. fresh pork tongues,  
65 lbs. fresh pork shoulders,  
(Or all fresh hog heads may be used.)  
50 lbs. yellow cornmeal,  
50 lbs. rye.

#### Seasoning—

600 lbs.  
Seasoning—  
15 lbs. salt,  
¼ lb. white ground pepper.

**Method of Handling.**—To obtain the very best results the meat should be cooked in a large open or steam-jacketed kettle.

Place all meats in the cooking kettle with the exception of fresh pork livers, and then cover meats well with water. Then turn on steam and bring temperature of water up to a boiling point,

and allow meats to cook at this temperature until they are tender.

Cook fresh pork livers for 15 minutes only.

Then remove all meats from cooking kettle and allow the meat liquid or the water the meats are cooked in to remain in the kettle.

Grind all meats through ¼-inch plate and then put ground meat back into same cooking kettle in the same water the meat was cooked in.

Then add corn meal and rye, also salt and pepper.

Then allow the meats to cook all together for about twenty minutes. The mixture must be stirred constantly during this period so that the product will not burn.

It is well to have an agitator in the cooking kettle to agitate the product, but if the plant is not so equipped, then it is a matter of having a man to stand there constantly stirring the product with a wooden paddle.

At the expiration of the cooking time the mixture is to be filled in crocks or tins, as desired, and this work is to be done right from cooking kettle. Have a table or bench handy to the cooking kettle, with the empty crocks or tins ready, and then use a dipper with a long wooden handle for removing the mixture from the cooking kettle and filling the receptacles.

### Philadelphia Scrapple.

The center of large manufacture of scrapple is in Philadelphia, where much of this product is consumed.

**Formula.**—The standard formula for

this product, as made there, is as follows:

100 lbs. pork head meat  
100 lbs. beef (plate meat of good quality, including all the fat)  
150 lbs. snouts (these are called "faces" in some places)  
50 lbs. pork rinds

If a still higher quality product is desired more head meat can be used.

Boil all meat together until soft, say about three-quarters of an hour, in jacketed kettle.

Then grind the meat through Enterprise chopper, but not too fine, as the meat should show in the scrapple.

Some firms use all pork meat and no beef.

Skim the broth that is left from the boiling, filling the kettle in which the scrapple is being made about one-third full with the broth. Then put in the meat. Add 150 lbs. corn meal, half yellow and half white, first thoroughly mixing the corn meal in a portion of the warm broth. This will do away with lumps in the meal.

Always have agitator in kettle running while putting in corn meal, and until scrapple is done.

**Seasoning.**—After the meat and meal are put in the kettle, add the following seasoning:

15 lbs. salt  
28 oz. white pepper  
5 oz. mace  
5 oz. nutmeg  
1 lb. sage (clean)

If the mixture of meat and corn meal is not of the proper consistency, which should be as thick as mush, add more of the broth.

**Cooking.**—Boil the mixture 2½ to 3 hours, according to weather conditions. If the weather is cold, two hours will do.

When the scrapple has cooked for about two hours, or is nearly done, sprinkle 6 lbs. of rye flour over the contents of the kettle, and let it mix in. This makes it fry nicely and brown and crisp. Pour a little of the fat that boils up from the scrapple on top of each pan, being sure that it is well distributed.

Fill into 15-lb. pans. Some prefer 6 and 10-lb. pans. Let cool over night, and it is ready for market.

If a good marketable product is to be made, everything used in scrapple must be fresh and clean.

The formula here given will make sixty to sixty-five 15-lb. pans of scrapple.

Do you use this page to get your questions answered?

## Pigs' Feet Souse

Pigs' feet souse is a popular food. Do you make it? If you do, have you found its sale as good as it should be under a good formula?

A successful formula and detailed instructions for mixing, cooking and pickling pigs' feet to make a high-grade souse may be obtained by filling out and sending in the following coupon:

The National Provisioner,  
Old Colony Bldg., Chicago, Ill.  
Please send me reprint on "Pigs' Feet Souse." I am a subscriber to The National Provisioner.

Name.....  
Street.....  
City.....

(Enclosed find 2-cent stamp.)



## Kettle Rendered Lard

A foreign subscriber to THE NATIONAL PROVISIONER who is having trouble with kettle rendered lard writes:

Editor The National Provisioner:

We get a poor color when we render back fat alone in an open steam jacketed kettle. Also it does not get firm enough. Can you tell us where our mistake is? We cook for about four hours and then run over a water cooler to cool but not solidify.

In the absence of detailed information on the various steps in this packer's rendering method it is impossible to say definitely just what might be the causes of his troubles.

Too high a temperature, too long a rendering time or imperfect straining might cause off color.

Following is a standard method for making kettle rendered lard:

The best practice is to handle the fats from the killing or cutting floor through the hasher and into the kettle as soon as possible. However, the fats may be chilled before rendering. The agitator of the kettle should be revolving when the fats are fed into the kettle.

The rendering kettle may be of any size desired and it is seldom necessary to use more than 30 lbs. pressure in the jacket. A good method of operation is to turn on the steam, start the agitator and hash the fats into the kettle. The hashed fats should be about ½ in. in size. The more uniform the pieces the better will be the color of the lard, because then the cracklings will cook uniformly and brown together.

Moisture in the fats will be driven off in the form of steam and agitation should be continued until the evolution of steam from the kettle is almost completed. The cracklings should then be light brown and floating. The rendering time will be about three hours depending on the quality of the fats used, the size of the kettle and the steam pressure used.

Steam is then turned off, the agitation stopped and the contents of the kettle allowed to settle for an hour or so or until the cracklings have settled to the bottom of the kettle. The lard is then drawn off and the cracklings strained out through heavy drilling. This straining should remove all of the fine scrap from the lard. The cracklings are allowed to drain thoroughly and are then put through a press to remove the excess fat.

Some renderers make the mistake of maintaining the heat on the kettle after the moisture has been pretty well evaporated from the fat. Continuing the heat to drive off last traces of moisture has the effect of scorching or carbonizing the fat. In order to obtain the sweetest flavor and the whitest color it is good practice to turn off the

heat a few minutes before the operation is finished and to continue agitation, allowing the heat in the product and the agitation to finish the drying.

It is of the utmost importance that thorough agitation be maintained throughout the rendering operation so that the product will be evenly and uniformly cooked.

## Sausage Shrinkage

A sausage manufacturer inquires about shrinkage in linking and in cooking. He says:

Editor The National Provisioner:

We would appreciate your advice as to how much loss of weight results from linking sheep casings when filled; i. e., the difference in weight between green and linked condition. And what percentage is absorbed by smoking and cooking?

There is practically no loss of meat when linking sausage. Such small loss as results occurs when the stuffed casing is not of the proper length to give an even link at the end. The casing is then cut off and the meat in it squeezed out. This meat goes back into the stuffer. The casing end and the very small quantity of meat adhering to it represents the waste.

Presumably this inquirer has frankfurts in mind. Smoking and cooking shrink will vary considerably, depending on the formula and the methods of handling through smoke and cook. For frankfurts this shrink will average from 11 to 13 per cent. Eleven and one-half per cent usually is estimated as about right for meats of good quality. The smoking and cooking shrink on wieners is higher—from 19 to 22 per cent, depending on condition.

## Short Form Hog Test

Do you know each day how your hogs "cut out"?

Do you know how to figure all operating charges and expenses so as to get at your cutting profit or loss per day per cwt.?

THE NATIONAL PROVISIONER'S revised Short Form Hog Test enables you to keep track of this each day.

If you want a supply of these test forms for daily figuring fill out the following and mail it at once:

The National Provisioner,  
Old Colony Bldg., Chicago.

Please send me ..... copies of the Short Form Hog Test for daily figuring.

Name .....

Street .....

City .....

Single copies, 2c; 25 or more, 1c each; quantities, at cost.

## Operating Pointers

For the Superintendent, the Engineer, and the Master Mechanic

### RECLAIMING LUBRICANTS.

Notwithstanding the fact that central power stations and many industrial plants make wide use of oil purifying apparatus, the meat packing plant has lagged behind in taking advantage of the facilities long available for purifying and reclaiming oils.

The impression prevails in some quarters that oil once used has lost its lubricating properties and should be replaced with new oil. Then again, says a writer in Refrigeration, some engineers consider oil removed from the high pressure discharge trap between the compressors and condensers has very little if any value as a lubricant.

As to the question of the wearing out of lubricating oils, it has been proven beyond the shadow of a doubt that oils do not wear out in service. What actually happens to prevent a good oil from providing proper lubrication is that such oil has become contaminated with dirt, sludge and other foreign matter. If such foreign matter is entirely removed, the original lubricating qualities of the oil are restored and the oil may be used indefinitely by simply adding enough new oil to make up for the unpreventable losses which occur.

A good oil filtering system or centrifugal purifier will enable complete recovery of crankcase lubricant as well as oil removed from separators, evaporating coils, etc., thus entirely eliminating the loss incident to the purchase of large quantities of new oil. If the oil is removed from the crankcase of an enclosed compressor periodically and cleaned, either by filtration or centrifuge methods, additional life will be added to wearing parts such as bearings, cylinders, etc.

In plants where Diesel engines are installed as prime movers, oil reclaiming equipment will be found particularly advantageous since carbon, sludge and other foreign matter may be removed without difficulty, and wear and tear on bearings thus reduced to a minimum.

At the same time, the fuel oil itself may be cleaned thoroughly by centrifugal purifiers which will remove sand and other abrasive materials and this in turn will protect pistons, cylinder walls, fuel nozzles, etc., from undue wear thus extending the life of the machine as a whole. A few dollars spent for efficient oil reclaiming equipment will save money on repair bills.

Along with the matter of machinery protection, insured by the use of oil reclaiming equipment, the fact of similar advantages which may be realized in the operation of air compressors and air blowers by the use of air filters at the suction intake should not be overlooked. Air that is taken into such machines usually contains more or less abrasive materials which result in rapid wear of cylinders and pistons. Good filters placed on the suction inlet to such machines will pay handsome dividends.

# Refrigeration and Frozen Foods

## Plant Cooling Notes

For the Meat Employee Who Is Interested in Refrigeration.

### MODERN AMMONIA CONDENSERS.

It is a sad commentary that a large number of refrigerating plants are being penalized by high power costs, due entirely to abnormally high condensing pressures caused by the use of condensers that are not only obsolete but in bad physical condition as well.

Improvements in the design and construction of condensers in recent years, says a writer in the current issue of Refrigeration, have led to much higher condenser efficiencies than have been possible with some of the older or earlier types. There is, therefore, absolutely no question but that in many instances these newer types of condensers would pay for themselves in a surprisingly short time because of the savings in power bills due to low condensing pressure.

About a year ago this writer observed a case where a battery of obsolete condensers that were in bad physical condition were replaced with modern apparatus and without any other changes in the plant. The condensing pressure, during summer-time operation, was reduced from 225 lbs. to 185 lbs. To be sure this represents an extreme case, but it serves to illustrate what the possibilities are in this direction.

In the original installation, the liquid outlet from the liquid header of the condensers was only  $\frac{1}{4}$ -in. in diameter, while the opening in the shell of the liquid receiver was also  $\frac{1}{4}$ -in. Since the receiver inlet was made by welding a coupling into the shell, it was not possible to increase this opening. The result was that there was no such thing as free and easy drainage of liquid from the condensers to the receiver, and the coils were not properly drained.

In addition, the construction of the condenser coils was such that only approximately 90 per cent of the condensing surface was effective, due to the fact that it was impossible to deliver water to the entire condensing surface.

It is generally conceded that each 10 lbs. of excessive condenser pressure calls for a consumption of approximately 4 per cent more power to drive the compressor. From this it is evident that anything that contributes to high condensing pressures is bound to increase the cost of operation.

Good equipment should not be scrapped just because it is old, but careful analysis of such equipment is advocated. And wherever it is found that the newer and better equipment will pay dividends, arrangements should be made for its installation.

Other major industries of the country do not hesitate to cast off obsolete

equipment when it can be proven conclusively that modern equipment will pay excellent dividends, and it would seem logical, therefore, for the ice and cold storage industry to also follow such a well-grounded and safe practice wherever the facts warrant.

### NEW QUICK-FREEZING MACHINE.

(Continued from page 16.)

Plates in the three-station froster can be swung to a vertical position to freeze liquids. This machine is also self contained and mounted on casters.

The multiplate freezer, it has been announced, is not designed to supplant the Birdseye double belt freezer, but to cover adequately certain fields for which the former machine is not particularly adapted.

The new multiplate freezer was used with considerable success the past season adjacent to harvest fields at several places in the East for quick freezing various kinds of vegetables and berries, and also for freezing seafood.

### SELLING QUICK-FROZEN MEATS.

One problem of the producer of quick-frozen foods is to build consumer demand for his products. But it is not an impossible one.

While long-established buying habits are sometimes difficult to break down, there is not the resistance to "something new" once evidenced quite generally by the housewife. She has seen

so much improvement in food merchandising methods and so many new ways of offering old and new foods for sale that she is now not quite so shy to try out the unusual as she once was.

The problems, as far as fruits and vegetables are concerned, is not quite so difficult as with meat cuts. Fresh strawberries or spinach in December when appetites are beginning to tire of canned goods, for example, are temptations that are quite likely to be yielded to. And if products have been properly prepared, the chances are that a permanent customer for quick-frozen wrapped and packaged fruits and vegetables will have been gained.

Fresh meat, on the other hand, is always in season. With this product the merchandiser cannot use the appeal for freshness and flavor to the same advantage he can with fruits and vegetables. He can, however, point out that the meats are frozen when they are absolutely at the height of quality, that the flavor is sealed in, that waste is eliminated, that quick-frozen meats are convenient and economical to buy and easy to prepare, and that their cleanliness is protected from the plant to the consumer.

These and other facts on quick-frozen packaged meats, fruits and fish and vegetables are being put before the housewives of New England by the Birdseye Packing Co., in full-page newspaper advertisements that are ap-



DOUBLE BELT FROSTER FOR LARGE SCALE PRODUCTION.

This is the original Birdseye machine (previously described in THE NATIONAL PROVISIONER) which is used in big plants where large volume makes it economical. The new multiplate froster, using plates instead of belts, takes its place where economy and flexibility are desired.



## Mathieson Ammonia

*Anhydrous and Aqua*

SODA ASH  
CAUSTIC SODA  
LIQUID CHLORINE  
BLEACHING POWDER

CHLORINE PRODUCTS  
BICARBONATE OF SODA  
HTH (HYPOCHLORITE)  
PURITE (FUSED SODA ASH)

The high Mathieson standards of manufacture and the complete facilities for prompt, efficient service guarantee to every Ammonia purchaser utmost value and satisfaction.

The MATHIESON ALKALI WORKS (Inc.)

250 PARK AVENUE, NEW YORK CITY

PHILADELPHIA CHICAGO PROVIDENCE

CHARLOTTE CINCINNATI

Works: NIAGARA FALLS, N. Y. SALTVILLE, VA.



## H. PETER HENSCHEN

Architect

PACKING PLANTS AND COLD STORAGE CONSTRUCTION

59 East Van Buren St., Chicago, Ill.

## Cold Storage Installation

All Kinds of Refrigerator Construction

JOHN R. LIVEZEY

Glenwood Avenue, West 22nd St., Philadelphia, Pa.

526-530 St. Paul St., Baltimore, Md.

902 Woodward Bldg., Washington, D. C.

pearing almost every week. The copy is educational in nature.

While the ultimate purpose of the ads is to sell Birdseye frosted foods, the immediate aim is to convince the housewife of the high quality of these products and the economy and convenience of purchasing foods prepared in this manner. What quick freezing is, how it is applied and the results it produces are all prominently featured.

Birdseye frosted foods, one ad explains, are the "Finest meats, fish, poultry, fruits and vegetables, quick frosted by an exclusive low temperature process that seals in the original freshness and holds it unchanged. Perishable foods whose quality is guaranteed by label. The cleanest, most wholesome foods you have ever purchased, brought to you in sanitary cartons—never exposed—never handled. They are ready to cook or serve just as they come from the package."

Stores in New England handling the Birdseye products are listed. A recent advertisement gave the names and addresses of over 100 retail food stores handling the products of the company.

### START FREEZING MUSHROOMS.

Several thousand consumer packages of lima beans were quick frozen the past season at Seabrook Farms, Bridgeton, N. J., by the General Foods Co. The new Birdseye multiplate freezer was used. The machine has been transferred to Arden, Del., the center of a large mushroom producing district, where it will be used to quick freeze this product.

### REFRIGERATION NOTES.

The new cold storage plant of the Bentonville Ice & Cold Storage Co., Bentonville, Ark., has been placed in operation.

The Dixie Terminal Co., Atlanta, Ga., plans to erect a nine-story warehouse terminal to include cold storage and refrigerating division. Estimated cost of complete plant and equipment, \$1,000,000.

Contract has been let for a cold storage plant to be erected by the Haley Neely Fruit Co., at Carroll, Ia.

The Wisconsin Distributing Co., Oshkosh, Wis., plans to erect a cold storage warehouse at an estimated cost of \$50,000.

Fairport Storage & Ice Co., Perinton, N. Y., has increased its capital from 2,500 to 93,500 shares, of which 91,000 are preferred, 2,500 common.

The cold storage plant of Pease Cold Storage, Inc., Burt, N. Y., has been purchased by G. G. Kramp.

Northern Cold Storage Co., Wilmington, Del., has been incorporated with a capital stock of \$500,000.

Bids for a refrigerating and ice-making plant for the Veterans' Administration Hospital, Columbia, S. C., will be opened November 10 by the Veterans' Administration, Room 764, Arlington Building, Washington, D. C.

Solid Carbonic Co., Fort Worth, Tex., plans erection of a plant for the manufacture of solid carbon dioxide.

Fire recently damaged the storage plant of the Rochester Ice & Cold Storage Utilities, Rochester, N. Y.

## CORINCO CORK PRODUCTS



## Let's get Acquainted

C. I. C.'s new forty page catalog speaking! I'm here to tell you about better prices . . . better value . . . better service . . . in cold storage insulation. I represent the famous Corinco line . . . Corinco Corkboard . . . Cork Pipe Covering . . . Acoustical Corkboard . . . Machinery Isolation. I'm out to meet everybody in the country who uses cold storage space . . . I've got the goods . . . And I'm ready to deliver them . . .

• Just drop me a post card and I'll be out to see you in the next mail.

## CORK INSULATION CO., Inc.

154 Nassau Street • • New York City

The Interstate Service Co., St. Louis, Mo., has purchased the ice and cold storage plant of C. A. Powers, Texarkana, Ark.

The Concordia Ice & Cold Storage Co., Concordia, Kans., will install new equipment.

The Staf Fish Co., Charlotte, N. C., is installing new refrigerating equipment in its plant.

The City Ice & Fuel Co., Cincinnati, O., has let contract for construction of a one-story cold storage plant at Miami, Fla.

Modern refrigerating equipment will be a feature of the new poultry dressing plant being constructed at Fredericksburg, Tex., by Knopp & Metzger Co.

### KEEPING PURCHASING RECORDS.

(Continued from page 19.)

In all such cases the order is the foundation of the firm's claim, and must be depended upon to prove any contention that may arise. A contract is formed upon the vender's acceptance of the purchaser's offer to buy and, if goods are not up to quality, and the order has been concise, clear, and definite, the purchasing agent's firm will be protected.

#### Data on the Order.

The purchase order should contain the following:

I.—The size should be standard. A margin of  $\frac{1}{8}$  inch is allowed at the left side, for punching for post binders.

II.—The data appearing on the purchase order should contain:

(1) Order number in sequence, with



request on seller's copy and the copy retained by the purchasing agent, that the purchase order number appear on all packages, cases, and invoices.

(2) Date of order.

(3) Requisition number, department, stores or division number and seller's number.

(4) Name and address of the vending company.

(5) Shipping address, routing and date to be shipped.

(6) Address to which invoices and original bill of lading are to be mailed, with request for duplicate or triplicate if desired.

(7) The order should be typed-in clearly and definitely with price, discount, and terms, whenever possible, and whether f.o.b. destination or not.

There should be at least four copies of the purchase order as follows:

(a) one copy for the vender.

(b) one copy for the receiving clerk.

(c) one copy for the stock clerk.

(d) one copy to be retained by the purchasing department for its permanent records.

Sometimes a fifth copy is made for later reference to the accounting department.

#### Acknowledgment.

It is advisable for all purchasing agents to make suitable arrangements to obtain acknowledgment on orders, particularly on those which come from other than local territory. The form of acknowledgment is generally one of three methods:

(1) Some companies send an extra copy of the purchase order to the vender, suitably printed for an acknowledgment.

(2) A second method is to have an attached, perforated slip at the bottom of the vender's copy of the order, which gives the order number and date, and leaves a space for the vender to fill, on which he will specify the date of shipment.

(3) The third method consists of a separate acknowledgment form which includes printed data of requisition number, date, order number, name and address of the purchasing company, space for the listing of the items ordered, and the date upon which the vender will make shipment. Some concerns do not require the acknowledgment to list the items, considering the order number and the date of shipment to be sufficient for record purposes. This form is often printed upon a postal card bearing the printed address of the purchasing company with the request to return the same.

After the order is submitted and acknowledgment is received, or if the information as to time of shipment is received in any other way, the order is within the sphere of the follow-up department which may be conducted by the purchasing agent himself, or, as many concerns are doing, by means of a clerk who has sole charge of this.

#### The Follow-Up System.

It is necessary in order to get satisfactory service, and to keep the purchasing firm advised regarding deliveries, to adopt a follow-up system.

A great many concerns use a signal system, which is a small, metal, movable tab, placed on top of the purchasing agent's copy of the order. This top is marked off numerically, for example,

form 1 to 31, inclusive, or any other number. The tab is placed over the number corresponding to the one on which advice has been received that shipment will be made.

In connection with this point of determining the date of shipment, it is easy to see that the acknowledgment of the order occupies a place of the utmost importance. The signal tabs arrange themselves in a straight line throughout the order file, and all tabs for given dates can instantly be noted and the cards removed.

The first thing to do is to ascertain whether the invoice from the shipper has been received. If not, a letter or blank form of inquiry should be sent out and the tab moved ahead the requisite number of days for the receipt of the answer. The tab should then be changed to conform to the answer.

Many concerns, however, prefer to use an extra copy of the purchase order, with the proper notations made thereon by the purchasing agent or clerk in charge as to the probable date of shipment. This copy is filed by date of expected shipment and on each day letters or blank inquiry forms are sent to those vendors from whom no invoices have been received as expected.

Either system will bring results if properly looked after. Especial care should be taken of the follow-up records whatever the method used. A great deal of money and time can be lost by a concern whose shipments are not received promptly.

#### Record Cards.

A record card of some form is necessary to every purchasing department. In considering this card, it is necessary to decide what information, and how much, the purchasing agent needs for ready reference in future concerning the article purchased, the quantity, the price, and from whom purchased. These cards should be indexed under the name of the commodities.

The record card in general use is of standard size of 5 by 8 inches or 8 by 10. It should be filed by commodities, in a file classified by departments, or by expenses, such as raw materials, general expense, power and heat, etc.

#### Receiving Records.

The functions of the receiving department are closely allied to the purchasing department, and the two should work in conjunction.

As stated before, the receiving clerk is provided with a copy of the purchase order for his guidance in determining the name of the shipper and the quantity of goods expected to be received. However, some concerns omit from this copy of the purchase order the quantity of goods expected to be purchased.

The explanation of this omission is that the receiver will make a more accurate count, and will not be tempted to copy the quantity purchased without honestly counting the same. The majority of firms, however, place sufficient confidence in their receiver to trust him not to neglect a proper checking of deliveries, feeling that by showing the quantity ordered, he will be more apt to detect shortages, than otherwise.

This copy of the purchase order is given to the receiver as a guide, and it is not customary for him to make his return thereon. For this purpose a printed "receiving record" is provided in triplicate. It shows the name of the

shipper, the name of the transportation company, pro number, order number, freight charges at the top and the quantity and name of goods below. Slips are of course, entered by the receiving clerk. The original and duplicate are forwarded to the stock clerk or to the department heads, according to the method most convenient in the different companies. The original is signed by the person who receives it and passed on to the purchasing department. The duplicate is either retained by the stock clerk or department head, and the perpetual inventory is posted from it.

#### Checking Invoices.

The purchasing agent if possible should check all invoices for the material which he has ordered, as he is in a position to know the quality and quantity wanted, and is familiar with the samples, the needs of the concern, etc. To allow any other department to check invoices is not for the best interests of the concern, although some companies employ it as a safeguard.

Having received the original and the receiving record, the purchasing agent compares them with the invoice, makes notations of any shortage, attaches the receiving slips to the back of the invoice and passes it to the clerk who enters the record cards.

A very good system adopted by some concerns is as follows:

On the back of the purchasing agent's office copy of the order there is kept on one-half of the sheet, a record of all receipts pertaining to that order, and other data necessary, and, on the other half, a record of invoices as to date, quantity, price, discounts, and when possible, the invoice number. When the shipment is completed and invoice is paid the purchasing agent's copy will bear a complete record of the transaction.

#### Shortages.

Any shortages of overcharges noted are referred to the traffic or claim department. In some cases such notations are referred back to the purchasing agent himself, who makes claim upon the shipper or transportation company according to the liability, for any damage, loss or shortage.

If referred to the claim department, the purchasing agent should employ a blank form made out in duplicate, one copy going to the claim department and the other to the accounts payable department attached to the invoice before it is approved by the purchasing department.

When the claim is adjusted and credit or check received, the fact should be noted on the blank and forwarded to the accounts payable department. In case the purchasing agent makes the claim himself, he retains the copy of the blank that would have gone to the claim department, makes the proper notations upon it, and sends it to the accounting department.

#### Goods Returned for Credit.

In case of goods returned for any reason, a standard form should be used. It consists of an original and three copies. The original is mailed to the seller to whom the goods are returned. One copy is kept by the purchasing agent, one is sent to the shipping room, and one is forwarded to the accounting department for proper entry on the books.

# For Purchasing Departments

## TRIPLE PURPOSE SAW.

Electrically operated saws rapidly are becoming standard equipment on killing floors and in pork cutting rooms. They increase the production per employee and are valuable aids in increasing yields.

A new triple purpose portable electric saw that can be used for scribing, ham marking and back splitting is shown in the accompanying illustration. It has been designed to permit of easy handling. It weighs 12 lbs.

Drive is by an inclosed worm gear, all shafts being ball bearing equipped.

## PREVENTING STEAM WASTE.

Steam costs money. When it is wasted the loss goes back directly to the coal pile and to the pocketbook of the packer. In these days of narrow spreads between costs and selling prices, unit production costs need to be checked closely, so that any waste and loss can be detected quickly and stopped.

Most packers keep close track of the materials that enter into the production of meat products. Steam for process work should be no exception, yet few packers have departmentalized steam accounting. Without it waste and loss

## CLOSER WEIGHING AID.

A fan scale chart, to meet the present-day lower retail selling prices, has recently been announced by the Toledo Scale Co., Toledo, O. Charts that merchants used 5 or 10 years ago do not meet the requirements of today's lower price ranges. With smaller drafts and lower prices per pound, closer weighing is more than ever in demand.

These new charts, it is said, give the retailer fan scales that are adaptable to present-day needs. They are especially suited to the many weighings of "a half pound of this" and "50 cents of that." They have the advantage of allowing the merchant to see in advance the mark he intends to weigh to so that he can tell when to slow up and stop sifting in.

## CONDENSER SERVICE.

Pennsylvania Pump & Compressor Company, Easton, Pa., has formed a connection with Byer Engineering Associates, of the same city, with branch offices at 136 Liberty st., New York, and 1328 Chestnut st., Philadelphia. The Byer Engineering Associates specialize in direct contact condensing and cooling apparatus, barometric and low level jet condensers, reciprocating and steam jet vacuum pumps, gas washing apparatus and allied centrifugal pumps for use in connection with this equipment. Henry E. Byer, head of Byer Engineering Associates, is well known in the condenser field, having specialized for the past twenty years in the manufacture, application and operation of vacuum apparatus while connected with the Ingersoll-Rand Co. and Chicago Pneumatic Tool Co.

## LINK BELT CO. EXPANDS.

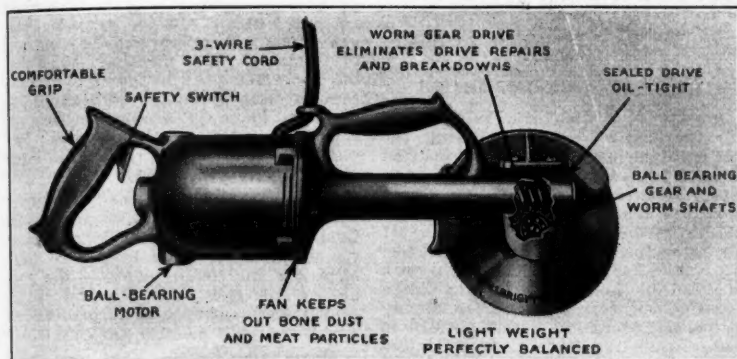
The merger of the George W. Moore Co., Chicago, with H. W. Caldwell & Son Co., a subsidiary of Link-Belt Co., is announced by Alfred Kauffmann, president, Link-Belt Co. The combined units are to be known as The Caldwell-Moore Division, Link-Belt Co.

Max H. Hurd, formerly president of the George W. Moore Co., becomes a vice president of Link-Belt Co. in charge of the Caldwell-Moore operations. His headquarters will be at 2410 W. 18th st., Chicago.

By this consolidation the Link-Belt Co. acquires an entirely new line of manufacture, Salem elevator buckets, an important specialty of the Moore Company. It is announced that there will be no modification of the policies of the two companies, and no change in the diversity and character of products.

## HEADS TIN PLATE SALES.

George E. Totten has been appointed manager of sales of the tin plate division of the Republic Steel Corporation, with headquarters in the general offices of the corporation at Youngstown, O.



CAN BE USED FOR SCRIBING, HAM MARKING AND BACK SPLITTING.

The tool weighs 12 lbs., all working parts being inclosed in a grease tight housing. The saw operates at a speed of 3,000 r.p.m., power being delivered through a worm gear. The saw can be immersed in hot water for cleaning and sterilizing.

Frame is of aluminum, and all working parts are of steel and grease tight. Two hand grips are provided, one of which is equipped with a trigger switch for starting and stopping the motor. An unusual feature is a fan within the motor housing. This keeps the motor cool and prevents the entrance of bone dust and meat particles into the motor.

The motor, operated either from the lighting or power circuit, develops 1½ horsepower. The saw speed is 3,000 r.p.m. The sealed construction permits immersing the saw in hot water for cleaning and sterilizing. The new tool is a product of the Allbright-Nell Co., Inc., Chicago, Ill.

## WELDED STEEL FRAME MOTORS.

A license agreement between the Triumph Electric Corp., builders of electric motors, Cincinnati, O., and the Burke Electric Co., Erie, Pa., by which the TR super high torque, across-the-line motors of the former company will be available with welded steel frame construction in N. E. M. A. standard dimensions in all ratings, and also in open and fully inclosed fan cooled types, has just been announced. The fully inclosed fan cooled motors will include the Emcol design of ventilation, the patents of which are controlled by the Burke Electric Co.

of this raw material may occur without the management being aware of it. On the other hand, unless the steam consumed by different departments is individually recorded and compared, comparative efficiency in the use of steam in one department may go unnoticed to the damage of employee morale.

Packers interested in securing a closer check on departmental steam consumption will be interested in a broadside dealing with this subject, issued recently by the Brown Instrument Co., Philadelphia, Pa. It shows how such waste occurs and how the packer can keep track of the amounts of steam consumed in any process. The broadside is being sent to anyone interested.

## MUNDET IN NEW OFFICES.

New York offices of the Mundet Cork Corporation have been moved from 461 Eighth ave. to new and larger quarters at 450 Seventh ave., New York City. They now occupy the twenty-ninth floor of the Nelson Tower, which is one of the largest recent additions to New York's skyline. The company takes care of all details of insulation manufacture from removing the cork from the trees to manufacturing the cork board and finally doing the installation work.



**PORK AND LARD ON CONTINENT.**

(Special Report to The National Provisioner.)

Hamburg, October 19, 1931.

Arrivals of lard at Hamburg from October 12 to October 19, 1931, were as follows: From the United States, 645 tons; from Denmark, 181 tons. Prices asked were: United States, \$20.87½ @ 21.25; Denmark, \$20.50; Holland, \$20.25; Hungary, \$26.75.

**German Markets.**—Further price increases brought about buying hesitancy on the part of lard importers. Also wholesalers inland assumed an attitude of waiting, since price declines are expected. Heavy retail selling was in evidence.

The general opinion prevails here that within the next fourteen days the market will decline rapidly, as seasonal large slaughterings will begin in the United States. For this reason the trade did not venture to close any large deals. The price spread between October and November lard is \$1.25, and in comparison with December, January the price differences are \$3.00 @ 3.50. Trade today depended on consignment stocks of packers stored in the interior, who are receiving full prices. Dealers are not too heavily stocked with merchandise, and profit by the stiff prices maintained by packers.

Twice as much lard arrived in Germany from Denmark as compared with the previous week. The demand for Danish lard extends mainly to bladder lard. The German slaughtering centers also furnished relatively large supplies, resulting in plentiful offers of German fats. The price of the previous week, however, was maintained. Only in individual localities were price concessions made.

**Danish Markets.**—In the week covered by this report Danish export slaughter houses were literally swamped with hogs. At individual plants stocks were so large they exceeded normal stocks by as much as 200 per cent. Farmers are panicky due to the uncertain exchange rate of the pound sterling and the divorcing of the Danish krone from the gold standard. The latter, more than anything else, may have induced Danish swine feeders to bring out all animals ready for killing, in order to get the prices of the moment. But expected weakening only set in partly, and only those slaughterhouses with heavy supplies were yielding in price and willing to accept concessions. Still larger exports to Germany are expected, with a downward price movement.

**Holland Markets.**—Higher price quotations did not permit much business in American lard. In Holland, also, there is a waiting attitude, and buyers are speculating on a drop in price. Demand for Dutch lard was good and to some extent slight advances in price were taking place. Particularly Czechoslovakia came forward as a buyer, and considerable contracts for that destination were reported.

**Hungarian Markets.**—Market for live hogs was about unchanged. Only one carload from Budapest arrived in Germany for export. Bacon, dressed in the American manner, was quoted, freight prepaid to the German border, at about \$28.

**Polish Markets.**—There were no offers made. It would seem that the Polish export slaughterhouses, on account of the lowering of the English pound sterling, are limiting their killings.

**TO IMPROVE DANISH LARD.**

According to reports from Germany to the U. S. Department of Commerce, Danish meat packers plan the early erection of a large lard refinery for refining lard for export to countries south of Denmark. It is proposed (as reported by THE NATIONAL PROVISIONER special correspondent in the issue of October 24) to standardize and improve the quality of Danish lard so as to increase its export possibilities. Since Germany imports a large portion of the lard exported by Denmark, it is assumed that an improved Danish lard will affect German imports of American lard, since recent experiences indicate that Danish packers find it possible to undersell American lard, if necessary.

**BRITISH PORK IMPORTS.**

Imports of frozen and salted pork into the United Kingdom during the first eight months of 1931 are reported to the U. S. Department of Commerce. Total imports of frozen pork were 25,864,384 lbs., compared with 23,116,016 during the same period of 1930. Of this total the United States furnished only 4,007,248 lbs., compared with 7,927,136 lbs. last year. Total salted pork imports were 5,299,392 lbs. during the period, compared with 6,554,016 in 1930. Again the amounts from United States show a decline, being 1,080,240 lbs., against 1,393,952 lbs. in 1930.

**Watch the Markets!**

It's just as important to know the market when prices are low as when they are high.

It is vital to know the market when prices are fluctuating up or down.

The time seems near when market fluctuations upward can be looked for. In such times it is easy to buy or sell a car of product anywhere from ¼c to 1c under the market.

A car sold at ¼c under the market costs the seller \$37.50; at ½c under he loses \$75.00; at ¾c under he loses \$112.50; at 1c under he loses \$150.00.

The same is true of BUYERS of carlot product. If they pay over the going market they stand to lose similar amounts.

THE NATIONAL PROVISIONER'S DAILY MARKET SERVICE gives an exact reflection of the market and the market price on each of the full trading days of the week.

Cost of this service for a whole year can be more than saved in a single carlot transaction made at ¼c variation from actual market price.

Information furnished by THE DAILY MARKET SERVICE is vital to anyone handling meats on a carlot basis. For full information, write THE NATIONAL PROVISIONER, 407 S. Dearborn St., Chicago, Ill.

**GERMAN IMPORTS CUT IN HALF.**

(Special Report to The National Provisioner.)

Hamburg, Oct. 19, 1931.

The preliminary summary of German import trade for the first 9 months of 1931 gives the following picture:

	Sept., 1931.	Sept., 1931.	Jan., 1930.
Cattle, head .....	6,210	77,970	170,581
Swine, head .....	339	63,584	129,379
Meat and bacon, double cwts. (100 kgs.) .....	49,862	433,331	905,367
Lard and oleomargarine, double cwts. ....	54,085	627,194	704,008
Tallow (cattle and sheep) double cwts. ....	14,963	108,055	130,167

**Cattle.**—Live cattle imports show a decline of 54 per cent. Next to the high tariff, (24.50 marks per 100 kgs.) this falling off should be attributed to the large domestic stocks of animals. On account of these large stocks prices for Germany were also heavily reduced. This surplus stock in cattle makes itself particularly noticeable at the time when cattle are taken from the pastures. The government therefore came to the aid of producers with measures by which buyers of fed stock in the main pasture regions were granted freight subsidies of from 10 to 14 marks per head of cattle, depending on the distance. Exports to non-German countries were also strongly subsidized.

**Hogs.**—The 50 per cent decrease in the import of hogs should not be particularly surprising, since large domestic stocks (25,250,000 head) are fully large for the requirements of the population of Germany. Besides, sufficiently high tariffs tend to prevent importation.

**Meats and Bacon.**—Meat and bacon show a falling-off of 52 per cent. This reduction probably is almost entirely at the expense of fresh meat, since bacon, according to the latest statistical data, has been imported at an increasing rate. Importation of meat from non-German countries is next to impossible as, aside from the very strict veterinary and police regulations, on this item a customs duty of 45 marks per 100 kilograms is imposed.

**Lard.**—Figures for lard also show a decline of 11 per cent. This decrease may be ascribed, first of all, to the increased domestic production.

**Tallow.**—Imports of tallow show a decrease of 32 per cent for the first nine months of the year. Here, too, the high tariff of 20 marks per 100 kgs. of edible tallow may be the cause. Even though, in the beginning of the year, German tallow melters complained vigorously about poor sales and still lower prices, in the recent past the situation has changed very markedly. In cooperation with the government, German margarine manufacturers made an agreement by which they would take over 50 per cent of the products of the tallow melters. By this measure the market was strongly relieved, and today the situation is such that edible tallow is very much in demand. For domestic goods prices from 50 to 60 marks are readily obtained.

**DANISH BACON EXPORTS.**

Exports of Danish bacon for the week ended October 24, 1931, amounted to 8,546 metric tons compared with 6,307 metric tons last week and 6,890 metric tons during the corresponding week of last year.



# Provision and Lard Markets

## WEEKLY REVIEW

**Market Active—Prices Irregular—Cash Trade Fairly Good—Hog Run Larger—Hogs Easier—Outward Lard Movement Liberal.**

Considerable activity and a more irregular market were the features in lard the past week. Prices, after scoring gains of 95 to about 150 points from the season's lows, with October leading, eased 22 to 38 points from the best levels of the recovery. The short interest in the market had been materially reduced by the persistent advance of late, and with some increase in pressure from packing house quarters, profit taking developed as a result of an increased hog run to market, and a lower hog market.

Cash trade was fairly good, and with a liberal outward movement of lard and strength in grains, declines were orderly. Lard, at times, displayed considerable stubbornness to selling. It was apparent, however, that sentiment was more two-sided than of late. The tendency to look for a good run of hogs to market next month continued in evidence, although in some quarters it was contended that the run might not come up to expectations should hog prices continue to sag.

The development of more wintry weather over the western part of the country stimulated demand for hog products to some extent, but export trade continued to be hampered somewhat by fluctuating exchange rates. The election developments in England were optimistically looked upon by the trade, even though there is the possibility of an import duty on some of the major commodities imported into that country.

### Hog Prices Drop.

The average price of hogs at Chicago at the beginning of this week was 5c, compared with 5.30c a week ago, 9.25c a year ago and 9.15c two years ago. The average weight of hogs received at Chicago last week was 225 lbs., compared with 225 lbs. the previous week, 229 lbs. a year ago and 237 lbs. two years ago.

Receipts of hogs at the leading western packing points last week were 515,400 head, compared with 445,900 head the previous week and 473,500 head the same week last year.

Outward movement of lard for the week ended October 17 was officially placed at 8,691,000 lbs., against 8,476,000 lbs. the same week a year ago. Exports from January 1 to October 17, 1931, have been 441,622,000 lbs., against 537,783,000 lbs. the same time last year. Exports of hams and shoulders, including Wiltshires, for the week were 675,000 lbs., against 578,000 lbs. last year; pickled pork, 130,000 lbs., against 76,000 lbs. a year ago; bacon, including Cumberland, 733,000 lbs., against 770,000 lbs. a year ago.

Fresh pork prices were unevenly lower during the past week, loins selling

at the lowest prices of the season and close to the year's bottom figures. It was noticeable in the hog price setback that pigs and light weights again bore the brunt of the decline.

### English Market Easier.

Average price of all grades of beef steers sold at Chicago out of first hands for slaughter during the week was 8.48c, against 8.30c the previous week, 10.34c last year and a three-year average of 12.67c.

Of late there have been moderate deliveries on October contracts of lard and bellies, but indications were that one of the larger packers was taking care of the lard tenders. The Liverpool lard market was somewhat easier during the week. Spot was quoted at 52s 6d, against 54s 6d late last week; October at 52s 3d, against 54s 3d; No-

vember, 48s 9d, against 50s 6d; January, 43s, against 43s 3d. Liverpool fluctuations from day to day were guided to some extent by the developments in sterling, so that the foreign market developments had very little effect on the domestic markets.

**PORK**—Demand in the East was fairly good, and the market ruled firm. Mess at New York was quoted at \$21.50; family, \$25.25; fat backs, \$20.00 @20.25.

**LARD**—Domestic trade continues on a satisfactory scale, but export demand was comparatively moderate. Cash lard backed and filled with the developments in the future market. At New York, prime western was quoted at \$8.40@8.50; middle western, \$8.15@8.25; New York City tierces, 7½c; tubs, 8½c; refined Continent, 8½c; South American, 9c; Brazil kegs, 9½c; com-

## Hog Cut-Out Values Narrower

While hog prices on Thursday of this week are lower than a week earlier, hog cut-out values are somewhat less favorable, due to lower prices for many fresh and cured cuts. Top hog price on October 29 was \$5.35 and the average price was \$4.95, compared with a top of \$5.50 and an average price of \$5.10 a week earlier.

The bearish trend in hogs the past week was undoubtedly due to expanding receipts. Wheat prices are up about 30 per cent compared with two weeks ago, and other feedstuffs are also higher. There is some speculation as to the effect higher grain and lower hog prices will have on the movement of hogs to market. If the spread continues to widen, farmers may find it more profitable to sell grain than feed it. In this case, larger runs of hogs to market probably will be seen.

Cool weather is needed to put more interest in the loin market. These cuts have been moving in small volume at prices considerably out of line with the prices of other cuts. More frost in the air might call attention to the fact that loins at 11 or 12c are better eat-

ing than some other cuts at the prices at which they are selling.

There has been a fair movement of green hams on a declining market. Picnics are moving well and are firm. Skinned hams are quiet and about steady with a week ago. Green bellies are easier and have moved well in a scattered trade. D. S. Bellies are fairly well sold up, trading being confined largely to shipping age product. Prices of these cuts are about steady with a week ago.

Fat backs are well sold up and are steady with last Thursday. Other D. S. meats, including butts and plates, are also in small supply. There is a good demand for jowls. Lard is about steady with last week. Loose lard has been moving well.

In the following test, based on prices in THE NATIONAL PROVISIONER DAILY MARKET SERVICE, a credit of 20c per cwt. is allowed for edible and inedible offal, while a cost of 60c per cwt. in the case of the lighter averages and 54c on the heaviest, with a condemnation charge of 3c per cwt. on all averages, are used in working out the test. Costs will vary from these considerably in different plants, and each packer should substitute his own as well as local credits in working out the test.

	100 to 150 lbs.	150 to 220 lbs.	225 to 250 lbs.	275 to 300 lbs.
Regular hams	\$1.26	\$1.19	\$1.22	\$1.22
Picnics	.41	.38	.37	.31
Boston butts	.38	.38	.37	.31
Pork loins	1.16	1.08	.96	.85
Bellies, light	.78	.76	.66	.19
Bellies, heavy	..	..	.27	.63
Fat backs	..	.10	.25	.34
Plates and jowls	.06	.10	.14	.17
Raw leaf	.15	.16	.16	.16
P. S. lard, rend. wt.	1.00	1.08	.95	.88
Spare ribs	.60	.11	.12	.12
Regular trimmings	.10	.12	.14	.14
Rough feet	.03	.03	.03	.03
Tails	.01	.01	.01	.01
Neckbones	.02	.03	.02	.02
Total cutting value (per 100 lbs. live weight)	\$5.67	\$5.74	\$5.77	\$5.62
Total cutting yield	64.70%	67.45%	69.50%	70.50%

Crediting edible and inedible offal to the above cutting values and deducting from these the cost of well-finished live hogs of the weights shown, plus all expenses, the following results are shown:

Profit per cwt.	\$ .26	\$ .15	..	..
Profit per hog	.44	.30	..	..
Loss per cwt.	..	..	..	.18
Loss per hog	..	..	..	.52

pound, ear lots, 7¢@8¢; smaller lots, 8¢@8½¢. At Chicago, regular lard in round lots was quoted at 20c over October, loose lard at October price and leaf lard at 5c over October.

**BEEF**—Demand was fair, and the market was about steady. Mess, New York, nominal; packet, nominal; family, \$12.50@14.00; extra India mess, nominal; No. 1 canned corned beef, \$2.25; No. 2, \$4.75; 6 lbs. South America, \$16.00; pickled beef tongues, \$60.00@65.00 per barrel.

See page 34 for later markets.

### PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ended October 24, 1931:

#### HAMS AND SHOULDERS, INCLUDING WILTSHIRES.

	Week ended			Jan. 1
	Oct. 24	Oct. 25	Oct. 17	to Oct. 24
	1931.	1930.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,025	589	675	70,812
To Belgium	130	132	132	2,002
United Kingdom	845	559	621	58,881
Other Europe	7	3	3	39
Cuba	163	10	38	4,372
Other countries	17	20	16	6,753

#### BACON, INCLUDING CUMBERLANDS.

	Oct. 24	Oct. 25	Oct. 17	to Oct. 24
	1931.	1930.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	1,176	605	733	34,470
To Germany	130	132	132	2,002
United Kingdom	761	440	187	17,263
Other Europe	70	148	217	4,213
Cuba	168	11	153	8,189
Other countries	47	6	44	2,803

#### PICKLED PORK.

	Oct. 24	Oct. 25	Oct. 17	to Oct. 24
	1931.	1930.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	83	78	130	12,766
To United Kingdom	7	3	3	1,430
Other Europe	34	3	3	352
Canada	40	61	96	3,548
Other countries	2	14	25	7,416

#### LARD.

	Oct. 24	Oct. 25	Oct. 17	to Oct. 24
	1931.	1930.	1931.	1931.
	M lbs.	M lbs.	M lbs.	M lbs.
Total	8,854	8,128	8,691	461,132
To Germany	2,579	400	2,465	100,260
Netherlands	171	189	798	22,523
United Kingdom	4,389	6,019	3,854	208,525
Other Europe	226	400	714	21,156
Cuba	1,100	790	570	28,051
Other countries	320	330	290	70,617

#### TOTAL EXPORTS BY PORTS.

	Week ended October 24, 1931.			
	Hams and shoulders, M lbs.	Bacon, M lbs.	Pickled pork, M lbs.	Lard, M lbs.
Total	1,025	1,176	83	8,854
Boston	7	3	1	1
Detroit	793	106	27	1,166
Port Huron	3	40	10	808
Key West	163	120	3	738
New Orleans	17	50	2	751
New York	40	800	34	4,574

#### DESTINATION OF EXPORTS.

	Hams and shoulders, M lbs.			Bacon, M lbs.	Pickled pork, M lbs.	Lard, M lbs.
Exported to:						
United Kingdom (total)	845	559	621	761	440	187
Liverpool	504	504	504	504	504	504
London	185	185	185	185	185	185
Manchester	35	35	35	35	35	35
Glasgow	78	78	78	78	78	78
Other United Kingdom	45	45	45	45	45	45
Exported to:						
Germany (total)	2,579	2,579	2,579	2,579	2,579	2,579
Hamburg	2,540	2,540	2,540	2,540	2,540	2,540
Other Germany	39	39	39	39	39	39

## GEO. H. JACKLE

Broker

Tankage, Blood, Bones,  
Cracklings, Bonemeal,  
Hoof and Horn Meal

Chrysler Bldg.,  
405 Lexington Ave.  
New York City

### SEPT. MEAT AND FAT EXPORTS.

Exports of meats and fats during September, 1931, and the nine months ended September, 1931, are given by the U. S. Department of Commerce:

	Sept. 1931.	9 mos. Sept. 1931.
Total meat and meat products, lbs.	18,581,500	193,832,369
Value	\$2,325,476	\$28,729,224
Total animal oils and fats, lbs.	43,919,698	481,585,334
Value	\$3,066,435	\$44,062,218
Beef and veal, fresh, lbs.	152,273	1,701,208
Value	\$27,026	\$373,372
Pickled, etc., lbs.	1,834,867	9,814,637
Value	\$105,088	\$724,387
Pork, fresh, lbs.	334,644	6,202,204
Value	\$76,235	\$944,062
Wiltshire, sides, lbs.	144	144
Value	\$73	\$73
Cumberland sides, lbs.	37,031	1,262,321
Value	\$7,957	\$172,233
Hams and shoulders, lbs.	5,036,799	68,169,411
Value	\$771,220	\$10,861,333
Bacon, lbs.	2,770,328	29,931,447
Value	\$286,538	\$3,741,410
Pickled pork, lbs.	1,179,014	12,362,171
Value	\$103,168	\$1,273,135
Oleo oil, lbs.	4,228,073	34,869,815
Value	\$261,164	\$2,462,510
Lard, lbs.	37,790,196	424,358,965
Value	\$3,247,001	\$39,704,648
Neutral lard, lbs.	383,614	7,106,966
Value	\$36,403	\$702,305
Lard compounds, animal fats, lbs.	113,765	1,196,538
Value	\$10,466	\$130,003
Margarine of animal or vegetable fats, lbs.	45,665	422,105
Value	\$5,700	\$58,606
Cottonseed oil, crude, lbs.	121,600	7,490,480
Value	\$5,274	\$496,526
Cottonseed oil, refined, lbs.	240,013	11,282,903
Value	\$27,980	\$1,036,628
Lard compounds, vegetable fats, lbs.	393,708	3,905,285
Value	\$45,423	\$451,800

Exports of meat during September, 1930, totaled 24,601,934 lbs., valued at \$3,871,142. For the nine months ended September, 1930, total exports were 307,027,903 lbs., valued at \$3,638,663. Export of animal oils and fats during September, 1930, totaled 46,358,467 lbs., valued at \$5,595,743, and for the first nine months of last year, 582,167,176 lbs., valued at \$65,582,665.

### SEPT. MEAT CONSUMPTION.

Federally inspected meats apparently available for consumption in September, 1931, with comparisons, as reported by the U. S. Bureau of Agricultural Economics:

#### BEEF AND VEAL.

	Consumption, Lbs.	Per capita consumption, Lbs.
Sept., 1931	404,801,000	3.23
Sept., 1930	434,287,000	3.53

#### PORK.

	Consumption, Lbs.	Per capita consumption, Lbs.
Sept., 1931	601,211,000	4.80
Sept., 1930	551,557,000	4.48

#### LARD.

	Consumption, Lbs.	Per capita consumption, Lbs.
Sept., 1931	85,350,000	.68
Sept., 1930	78,701,000	.64

#### LAMB AND MUTTON.

	Consumption, Lbs.	Per capita consumption, Lbs.
Sept., 1931	60,786,000	.49
Sept., 1930	58,873,000	.48

### TO MARKET CANNED GOOSE.

The California Goose Packers, Ltd., a new type of industry, has been established at San Diego, Cal. The company owns a 240-acre ranch known as Goose Haven, for the breeding and growing of geese. At its San Diego factory the geese will be roasted and packed in cans. Primary market is expected to be the orthodox Jewish population, and all processes of the packing will be under supervision of orthodox rabbis. The company will sell by-products of the process, including pate-de-foie-gras, goose grease, pepsin made from goose gizzards, and goose feathers.

### WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

### TRADE GLEANINGS

Jersey Packing Co., Inc., Newark, N. J., has been incorporated with a capital stock of \$50,000 preferred stock, and 500 shares common.

Marshall Cotton Oil Co., Marshall, Tex., has let contract for construction of a 2-story warehouse, to replace a recently burned structure.

CheeZham is the name of a new cheese and ham combination which is being put out by the Kraft-Phenix Cheese Corporation, Chicago.

The Goldendale Meat Co., Goldendale, Wash., newly-incorporated meat packers, have a capital stock of \$25,000. Incorporators are: A. L. Hall, Chas. Brokaw and R. D. Sunderland.

National Rabbit Ranches, Inc., Wilmington, Del., has been incorporated with a capital stock of 1,000 shares, no par value. Incorporators are: J. M. Frere, J. A. Frere, and C. R. Murphy.

A. & B. Sausage Co., Inc., 8 Fair st., New Haven, Conn., has been incorporated. Officers of the company are: President, Stanley Bialobok; vice-president, E. B. Anderson; treasurer, H. O. Anderson.

Since the recent purchase of the Topka, Kans., plant of the Hygrade Food Products Corporation by John Morrell & Co., one hundred men have been added to the plant payroll, according to an announcement by R. M. Orthwaite, manager of the plant.

### LAMBS ON FEED.

Shipments of feeder and stocker lambs and sheep inspected through markets into the eleven Corn Belt states during September are estimated as about 7 per cent larger than in September, 1930, but not very different from the average September shipments of the preceding 5 years. Total inspected shipments for the 3 months, July to September, of about 1,150,000 head into these states were about 20 per cent larger than for the same months last year and 6 per cent larger than the 5-year average, according to a recent report of the U. S. Department of Agriculture.

The increase in the 3 months inspected shipments this year over last was in the movement into the western part of the Corn Belt. The three months movement into this area was about the same this year as last, but was only about 65 per cent of the 5-year average movement.

The inspected shipments for the 3 months into the Corn Belt area west of the Mississippi was over 25 per cent larger this year than last, 23 per cent larger than the 5-year average and the largest for the period since 1919.

The developments in the lamb feeding situation in states outside the Corn Belt to the end of September give no certain indications as to the probable volume of feeding this year in these states. There has been a heavy movement of western lambs into eastern North Dakota, with in-shipments to October 1 this year about as large as for the six months, July to December, last year.

Watch the "Wanted" and "For Sale" page for business opportunities and bargains in equipment.



# Tallow and Grease Markets

## WEEKLY REVIEW

**TALLOW**—A very steady situation ruled the tallow market in the East the past week. The trade reported a fair turnover in extra tallow at New York at 3½c f.o.b., but did not disclose quantities. It appeared as though buyers were willing to take tallow at that figure. A few times during the week, rumors overspread the market of sales at 3½c f.o.b., and while confirmation of these trades was lacking, nevertheless some were of the impression that business had passed at the higher figure.

The possibilities were, however, that only moderate quantities changed hands. In the main, producers were not pressing offerings, but consumers were not inclined to climb further for supplies. The outside commodities were irregular, but the situation in tallow competing circles was generally steadier. In some quarters, it was said, soapers continued to experience a comparatively moderate soap trade.

At New York, special was quoted at 2½c nominal; extra, 3¼@3½c f.o.b.; edible, 4½c.

At Chicago, trading was rather quiet in the tallow market, but prices were about steady on light offerings and with a fair scattered demand. At Chicago, edible was quoted at 4¼c; fancy, 4c; prime packer, 3¼@4c; No. 1, 3¼c; No. 2, 2½c.

There was no auction at London this week. At Liverpool, Argentine beef tallow, good, was unchanged during the week, with October shipment quoted at 22s. Australian good mixed, Liverpool, was unchanged at 24s 6d.

**STEARINE**—The market in the East continued rather quiet and was barely steady in tone. The last sales of oleo at New York were at 6½c, and the market was quoted at that figure. At Chicago, trade was also quiet, and the market was barely steady. Oleo was quoted at 6½c.

**OLEO OIL**—A fairly good demand and moderate offerings served to bring about higher prices in this quarter. At New York, extra was quoted at 6¼@7c; medium, 6@6½c; lower grades, 5¼c. At Chicago, demand was fairly good, and the market was firmer. Extra was quoted at 6½c.

See page 34 for later markets.

**LARD OIL**—The market was very steady, although demand was moderate, being influenced somewhat by further strength in raw materials. At New York, edible was quoted at 11½c; extra winter, 8c; extra, 7¼c; No. 1, 7½c; No. 2, 7c.

**NEATFOOT OIL**—Demand was more active, and the market was firm with higher raw materials. At New York, pure was quoted nominally at 9½c; extra, 7¼c; No. 1, 7½c; cold test, 14c.

**GREASES**—The situation in the grease market the past week, aside from lack of pressure from producers and a somewhat steadier undertone, presented little or nothing new. Vol-

ume of trading was rather restricted, with interest more or less routine, although firmness in tallow and other soapers' materials led to some buying in the grease market. Soapers, however, showed no disposition to pay up for supplies, and reports circulated of a moderate trade being experienced by the larger soap factors. The situation, therefore, developed into a more or less awaiting position.

At New York, superior house was quoted at 3c; yellow and house, 2½@3½c delivered; A white, 3¼@3½c; B white, 3¼@3½c; choice white, 3¼@4c.

At Chicago trade in the grease markets was rather slow, but prices held steady on light offerings. There was a fair scattered demand. At Chicago, brown was quoted at 2½c; yellow, 2½@2¾c; A white, 3½c; B white, 3¼@2¾c; choice white, all hog, 3¼@4c.

### EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, Oct. 28, 1931.

The demand for fertilizer materials during the past week increased somewhat, with considerable inquiries in the market for various materials.

Fairly heavy sales of bonemeal were reported for import from South America and Europe, with sellers showing a tendency to quote higher prices.

Several sales of blood were reported for export, and the market is in a strong position. However, the demand for tankage was not as keen and sellers were inclined to shade prices slightly.

### SEPTEMBER CASINGS IMPORTS.

Imports of sausage casings into the United States during September, 1931, as reported by the Foodstuffs Division of the Department of Commerce were:

	Sheep, lamb & goat casings. Lbs.	Other casings. Lbs.
Russia	47,657	
United Kingdom	42,330	35,830
Canada	87,823	149,332
Argentina	20,546	246,126
Chile	21,351	3,964
China	18,459	22,302
Iraq	15,745	
Persia	13,540	
Syria	11,356	
Turkey	14,919	
Australia	161,900	34,172
New Zealand	46,701	
Denmark		39,598
Germany		54,039
Netherlands		13,822
Brazil		83,063
Uruguay		15,675
Other countries	21,244	6,985
Total	523,371	703,048

### LARD AND GREASE EXPORTS.

Exports of lard from New York City, Oct. 1, 1931, to Oct. 28, 1931, totaled 17,835,973 lbs.; tallow, none; greases, 2,207,200 lbs.; stearine, none.

## By-Products Markets

Chicago, Oct. 29, 1931.

### Blood.

Blood market is about unchanged. Offerings are light and demand good.

Unit Ammonia.  
Ground and unground.....\$1.40@1.50

### Digester Feed Tankage Materials.

Situation continues quiet, only scattered trading taking place.

Unit Ammonia.  
Unground, 11½ to 12% ammonia.....\$1.25@1.40 & 10c  
Unground, 6 to 8% ammonia.....1.10@1.20  
Liquid stick.....@1.20n  
Steam bone meal, special feeding, per ton.....25.00

### Packinghouse Feeds.

Product movement seasonable and prices are steady.

Per Ton.  
Digester tankage, meat meal.....\$ @25.00  
Meat and bone scraps, 50%.....@25.00

### Fertilizer Materials.

Market is somewhat lower. High grade ground is being offered at \$1.15 & 10c.

Unit Ammonia.  
High grd. ground 10@12% am...@ \$1.15 & 10c  
Low grd., and ungr., 6-9% am...@ 1.15 & 10c  
Bone tankage, ungd., low grd., per ton.....@12.00  
Hoof meal.....@ 1.25n

### Dry Rendered Tankage.

Market about steady with last week.

Hard pressed and exp. unground, per unit protein......30 @ 32½  
Soft prod. pork, ac. grease & qual-ity, ton.....@20.00  
Soft prod. beet, ac. grease & qual-ity, ton.....@15.00

### Bone Meals (Fertilizer Grades).

Market continues fairly active. Prices show little change.

Raw bone meal for feeding.....\$20.00@25.00  
Steam ground, 3 & 50.....@18.00  
Steam, unground, 3 & 50.....@14.00

### Horns, Bones and Hoofs.

Per Ton.  
Horns, according to grade.....\$30.00@150.00  
Mfg. shin bones.....@ 65.00@110.00  
Cattle hoofs.....15.00@ 16.00  
Junk bones.....@15.00n  
(Note—Foregoing prices are for mixed carloads of unsorted materials indicated above.)

### Gelatine and Glue Stocks.

The market continued very quiet.

Per Ton.  
Kip stock.....\$20.00@22.00  
Calf stock.....38.00@40.00  
Hide trimmings (old style).....10.00@12.00  
Hide trimmings (new style).....9.00@ 8.00  
Horn piths.....23.50@24.00  
Cattle jaws, skulls and knuckles.....23.00@24.00  
Sinews, pizzles.....10.00@12.00  
Pig skin scraps and trim., per lb....@2½c

### Animal Hair.

Animal hair market continues nominal. There has been little trading reported in winter production.

Summer coil and field dried.....½ @ 1c  
Processed, black winter, per lb.....5 @ 5¼c  
Processed, grey, winter, per lb.....3 @ 3¼c  
Cattle switches, each\*.....1 @ 1¼c

\*According to count.

## THE KENTUCKY CHEMICAL MFG. CO.

COVINGTON, KY., Opposite Cincinnati, Ohio

Buyers of Dry Rendered Tankage

(Cracklings)

PORK or BEEF, SOFT or HARD PRESSED



### MARGARINE LAW IN COURT.

The application of the margarine act of 1886 to products sold as cooking compounds will be considered by the United States Supreme Court. The constitutionality of the act will not be questioned by the court, which recently refused to review a contention of the Ed. S. Vail Butterine Co. that the law is class legislation and unconstitutional. The court has, however, agreed to review two cases from Florida and Georgia in which the Standard Nut Margarine Co. of Florida secured injunctions preventing the collection of the margarine tax against its product.

The Vail Company in 1927 filed claim with the collector of internal revenue for Illinois for a refund on taxes paid during the preceding four years on artificially colored margarine. This was denied, and suit was brought in the federal courts. This was dismissed on demurrer by the collector, which action was affirmed by the circuit court.

The Vail Company claimed that there was discrimination in that the act imposed a tax of 10c lb. on artificially colored margarine, but only 1/4c lb. on naturally colored margarine. It was declared that classification for tax based on whether the color of food is natural or artificial is arbitrary and unreasonable and is class legislation; that it is a penalty and not a tax, and under the guise of revenue is the regulation of an industry properly under State control; and that it is a denial of the guarantee of the fifth amendment to the constitution against being deprived of property without due process of law.

The Standard Nut Margarine Co. is engaged in selling a vegetable oil compound under the name "Southern Nut Product." In 1929 the Florida collector of internal revenue attempted to collect against this product the tax of 10c lb. imposed on artificially colored margarine. The company contended that its product is not margarine within the definition of the act of 1886, and secured an injunction against collection of the tax. This injunction was upheld by the circuit court for the fifth circuit. In 1930, the collector in the Georgia district made a similar tax assessment against the product, and the Federal court there upheld him, but was later reversed by the circuit court.

The Supreme Court has decided to review these cases on petition of the Commissioner of Internal Revenue, who declared that while the definition of margarine was extended to cover this product by the act which took effect July 1, 1931, some \$2,000,000 in back taxes on products of this nature are involved in this appeal, and the decision of this circuit court is in conflict with other circuit court decisions in similar cases.

### HULL OIL MARKETS.

Hull, England, Oct. 28, 1931.—(By Cable)—Refined cottonseed oil, 24s 6d; Egyptian crude cottonseed oil, 22s.

### Vegetable Oils

Methods of handling and processes of manufacture are described by an authority in a series of articles reprinted from the pages of THE NATIONAL PROVISIONER.

The list covers Cottonseed Oil (Filtration and Purification, Neutralizing or Refining, Agitation, Clarifying, Bleaching, Grading, Deodorizing), Vegetable Shortening and Compound (Deodorizing, Crystallizing, Packaging), Winter Oil (Graining, Pressing), Hydrogenating Cottonseed Oil, Refining Other Edible Vegetable Oils (Corn Oil, Peanut Oil, Coconut Oil), Manufacture of Margarine.

Copies of this series of articles may be obtained at 25c each upon application to Book Department, The National Provisioner, 407 So. Dearborn st., Chicago.

### MEMPHIS PRODUCTS MARKETS.

(Special Report to The National Provisioner.)

Memphis, Tenn., Oct. 29, 1931.

Cottonseed meal market was extremely dull today from the first call up until noon. Very little interest was displayed in either buying or selling. Again prices were affected by advances in the grain market, which brought about a demand for meal. This forced the price up 35@50c a ton. The close was rather excited, with December selling at \$15.35. Offerings appeared to be liberal at \$15.50. The more deferred months were again inclined to drag.

Had it not been for the strength displayed by grain and cotton, meal probably would have sold off today, as mill offerings have been much more liberal in the past few days. The demand for actual meal has been curtailed by the advance in prices, but the theory that all commodities are too low appears to be the chief factor in the market at the present time, and trading is done regardless of supply and demand. Today was the last tender day on October contracts and 200 tons of cottonseed meal were delivered.

Cotton seed market was dull and inactive. It did not share in the enthusiasm displayed in the meal market. Prices were practically unchanged from yesterday. Under present conditions seed prices appear to be sufficient based on the price of mill products. The stiff carrying charge continues to prevail on the more deferred positions in spite of hedge selling in the spring months.

### OIL FREIGHT RATE SUSPENDED.

Reduced rates on crude cottonseed oil from points in Texas to California were defended recently before the Interstate Commerce Commission by the railroads who claimed it is the only way in which they can meet steamship competition. The testimony brought out that rail carriers will have to cut crude cottonseed oil rates 20c per 100 lbs. or shipments will be made to the West Coast by water through Texas ports and the Panama Canal.

Unless the lower schedules go into effect, Procter & Gamble will ship crude oil to its new refinery at Long Beach, Calif., by water, a representative of the company said. Texas refining interests who opposed the reduction stated that their opposition is based on the fact that comparable reductions are withheld in the case of refined cottonseed oil. The shippers' claim that such a tariff would disrupt present established rate relationships and deprive the cottonseed oil refiners located in Texas of the business they had spent years in building up. Virtually all crude oil would move to California for refining, they say.

The reduced rates were published by the railroads, effective August 15, 1931. They were suspended by the Interstate Commerce Commission on the protest of shippers.

### VEGETABLE OIL MARKETS.

**COCOANUT OIL**—While demand was moderate at New York, the market was distinctly better in tone, with sellers holding for better levels. At New York, nearby tanks were quoted at 3 1/2c; shipment tanks, 3 3/4@3 1/2c. At the Pacific Coast, tanks were quoted at 3 1/4@3 1/2c, according to shipment.

**CORN OIL**—Demand was fairly good, but offerings were more liberal. The market, after bulging to 4 1/4c, reacted to 4 1/2c sales, with prices quoted at 4 1/4@4 1/2c f.o.b. mills.

**SOYA BEAN OIL**—Demand showed some improvement, and the market displayed a better tone. Sellers' tanks at New York were quoted nominally at 4@4 1/4c, while sellers' tanks f.o.b. western mills were held at 3 1/2c.

**PALM OIL**—While no particular activity was in evidence in this market, the trade appeared to be displaying a little more interest and the undertone was a little better, aided somewhat by firmness in tallow. At New York, spot Nigre was quoted at 3 1/2c; shipment Nigre, 3.40c; spot Lagos, 4c; shipment Lagos, 3.85c; 12 1/2 per cent acid oil, 3.80c.

**PALM KERNEL OIL**—Offerings were moderate and with little betterment in demand the market displayed some rallying tendency with bulk oil New York quoted at 4c.

**OLIVE OIL FOOTS**—While interest was more or less routine, offerings were not pressing, and the market was steady in tone. Spot foots at New York were quoted at 4 1/4@5c, while shipment foots were quoted at 4 1/4c.

**RUBBERSEED OIL**—Market nominal.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—The market backed and filled but displayed a very steady undertone. Demand for store oil was moderate, but the small stocks at New York are well held. Southeast and Valley crude, 3 1/4c sales and bid; Texas, 3 1/4c sales.

### SEPT. MARGARINE PRODUCTION.

Margarine production in September, 1931, with comparisons:

	Sept., 1931. Lbs.	Sept., 1930. Lbs.
Uncolored .....	19,321,200	26,371,108
Colored .....	177,788	823,008
Total .....	19,498,988	27,194,116

# Vegetable Oil Markets

## WEEKLY REVIEW

**Trade More Active—Market Irregular—Undertone Firm—Crude Pressure Moderate—Seed Higher—Cash Oil Demand Fairly Good—Lard Upturn Checked—Ginnings Comparatively Heavy.**

The outstanding features in cotton oil futures on the New York Produce Exchange the past week were a further noticeable broadening in operations, and a rather strong undertone. With commission houses and professionals on both sides, the market moved irregularly over a fairly wide range. However, it showed recuperative power and maintained a greater part of the recent upturns from the season's low point.

Profit taking and increased pressure against the new crop, together with erratic movements in the allied markets, made for setbacks in oil at times, but buying power developed in a scattered way on the breaks, and the market recovered rather quickly from the depressions. Commission houses with southern and refiners' connections were fairly good sellers at times. This was looked upon as partly profit taking and partly hedging. Indications during the week were that some of the selling had come from western packing house circles.

As an offsetting feature, cotton houses and brokers with wire connections with the South were on the buying side. This buying was said to have been partly speculative absorption and partly mill buying, the latter in the way of hedging crude sales. The ring crowd were first on one side and then on the other, attempting to follow the irregular outside markets. Some were selling on the weakness in securities and the setback in lard from the recent highs, but on the breaks offerings dried up, and at times fluctuations between trades were rather wide.

### Cash Trade Good.

Considerable liquidation and selling developed on the ginning report. This exceeded all expectations and was above

a year ago, being 9,498,041 bales, comparing with 9,254,968 bales to October 18 last year and 9,094,704 bales the same time two years ago. The large ginnings not only confirmed the outlook for big cotton production, but created considerable apprehension of large seed receipts at the mills during October. These may have considerable bearing on the visible supply of oil in the next Government statistical report.

Cash oil demand was fairly good throughout the week, and deliveries against old orders were said to be going on at a fair pace. Nevertheless, cash interests are still looking for an October consumption of oil somewhat under the same time a year ago. Seed markets in the South made some further recovery from the recent low prices. Valley seed was quoted at \$15.00 per ton, and seed at New Orleans was quoted at \$17.00@25.00 per ton. In the Southeast and Valley, crude

oil bulged to the 4c level, with sales at 3½c in Texas. The market later eased to 3½c sales and bid in the Southeast and Valley and 3½c sales and bid in Texas.

A heavier run of hogs to market and a less active demand from lard shorts, together with some increase in selling from packinghouse quarters, brought about a moderate setback in lard from the recent highs. The decided strength in the grain markets, with wheat up some 13@15c from the season's low, not only had a stabilizing influence on lard but was receiving attention in commodity and financial circles throughout the country. A sustained advance in wheat may ultimately lead all of the commodities out of the recent rut.

### Weather Favorable for Picking.

Indications are that all of the holes following the end of the season in oil, have not been filled up. This is predicated on the fact that there is no material pressure of new oil on the market. The impression exists that larger refiners and packers will absorb the bulk of the crude selling around these levels, and possibly slightly higher.

The weekly weather report said weather was favorable for picking and ginning cotton, except for some delay by moderate to heavy rains in the Northwestern portions of the belt, principally in Oklahoma. In that state there was some damage to open cotton by moisture, while further harm was reported in Northern Texas where the heavier rains fell. East of the Mississippi, the week was practically rainless, and picking and ginning made good advance.

### Market transactions at New York:

Friday, October 23, 1931.

	Range—		Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			500 a	....
Oct. ....			505 a	525
Nov. ....	1	500 500	495 a	....
Dec. ....			495 a	512
Jan. ....			503 a	507
Mar. ....	2	513 507	513 a	....
May ....	4	519 505	519 a	....

Sales, including switches, 7 contracts. Southeast crude, 3½@4c.

## SOUTHERN MARKETS

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Oct. 29, 1931.—Cotton oil futures, crude and refined, are practically the same as a week ago. The undertone is slightly easier. Crude is barely steady at 3½c lb. bid; Valley, 3½c; Texas, 3½c. Bleachable is inactive at 4½c lb. loose New Orleans. A freer oil movement is expected soon, also larger seed receipts, as advanced prices are likely to draw to market a good portion previously hauled back to farms.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Oct. 29, 1931.—Crude cottonseed oil 3½c lb.; 41 per cent protein cottonseed meal, \$15.00@15.50; loose cottonseed hulls, \$3.00 per ton.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Tex., Oct. 29, 1931.—Prime cottonseed oil, 3½@3½c lb.; 43 per cent meal, \$16.00; hulls, \$4.00; mill run linters, 1½@3c.



Many of the leading packers and wholesalers of the middle west, east, and south are selling Mistletoe. Let us refer you to some of them.

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## Saturday, October 24, 1931.

Spot	.....	500 a	....
Oct.	.....	490 a	540
Nov.	.....	490 a	540
Dec.	.....	505 a	512
Jan.	1 509	509	510 a 518
Mar.	1 515	515	516 a 520
May	2 523	522	524 a 525

Sales, including switches, 4 contracts.  
Southeast crude, 4c bid.

## Monday, October 26, 1931.

Spot	.....	450 a	....
Oct.	1 525	525	460 a 525
Nov.	.....	460 a	510
Dec.	1 495	495	470 a 495
Jan.	.....	485 a	495
Mar.	19 512	490	495 a ....
May	17 513	499	501 a 504

Sales, including switches, 38 con-  
tracts. Southeast crude, 3 3/4 @ 4c.

## Tuesday, October 27, 1931.

Spot	.....	450 a	....
Oct.	1 525	525	460 a 525
Nov.	.....	460 a	510
Dec.	1 495	495	470 a 495
Jan.	.....	485 a	495
Mar.	19 512	490	495 a ....
May	17 513	499	501 a 504

Sales, including switches, 38 con-  
tracts. Southeast crude, 3 3/4 @ 4c.

## Wednesday, October 28, 1931.

Spot	.....	480 a	....
Nov.	.....	460 a	525
Dec.	.....	480 a	496
Jan.	.....	480 a	496
Mar.	7 498	485	494 a 498
May	27 501	489	498 a 505

Sales, including switches, 34 con-  
tracts. Southeast crude, 3 3/4 c bid.

## Thursday, October 29, 1931.

Spot	.....	475 a	....
Nov.	.....	460 a	525
Dec.	.....	480 a	493
Jan.	.....	480 a	492
Mar.	495	495	488 a 494
May	500	495	495 a ....

## Late markets on this page.

## MAYONNAISE CONSISTENCY.

An instrument for the rapid, simple determination of the consistency of mayonnaise has been developed in the research fellowship of the Mayonnaise Manufacturers' Association by L. B. Kilgore, research fellow. The name "Plumit" has been given to the device. Use of the instrument is simple. It simply is dropped into a jar of mayonnaise and the consistency is read directly on a scale. Use of this instrument will be limited to lessees of the association.

## CONSULAR INVOICE FOR COPRA.

Consular invoices will be required for shipments of copra valued at more than \$100.00, under a decision of the commissioner of customs. The customs Bureau held in September that consular invoices were not required for copra, but on reconsideration it is held that copra is not a crude agricultural product but is "further processed than is necessary to its transportation from place of origin to the market."

## The Week's Closing Markets

## FRIDAY'S CLOSINGS

## Provisions.

Hog products were irregular the latter part of the week. October lard is tight on light offerings and persistent covering; later deliveries are easier due to weaker hog market, quieter cash trade and some hedging pressure. Commission houses are on both sides.

## Cottonseed Oil.

Cotton oil is quieter and very steady with no pressure of new oil. Commission houses on both sides. Locals inclined to await developments. Crude steady; southeast and Valley, 3 3/4 c bid; Texas, 3 3/4 c bid. Cash oil demand is fair; outside market developments had less influence.

Quotations on bleachable cottonseed oil at New York Friday noon were:  
Nov., \$4.60@5.20; Dec., \$4.70@4.95;  
Jan., \$4.75@4.92; Mar., \$4.89@4.95;  
May, \$4.95@4.99.

Quotations on prime summer yellow:  
Nov., \$4.60@5.20; Dec., \$4.60@4.95;  
Jan., \$4.70@4.92; Mar., \$4.75@4.95;  
May, \$4.80@4.98.

## Tallow.

Tallow, extra, 3 3/4 @ 3 3/4 c f.o.b.

## Stearine.

Stearine, 6 1/2 c.

## Friday's Lard Markets.

New York, Oct. 30, 1931. — Lard, prime western, \$8.50@8.60; middle western, \$8.25@8.35; city, 7 1/2 c; refined continent, 8 1/2 c; South American, 9c; Brazil kegs, 9 1/2 c; compound, 7 1/2 @ 8c.

## BRITISH PROVISION MARKETS.

(Special Cable to The National Provisioner.)

Liverpool, October 30, 1931.—General provision market dull; hams and picnics very poor, lard improving; no demand for square shoulders.

Friday's prices were as follows: Hams, American cut, 74s; hams, long cut, 94s; shoulders, square, none; picnics, none; short backs, 61s; bellies, clear, 49s; Canadian, none; Cumberland, 54s; Wiltshires, none; spot lard, 52s.

## EUROPEAN PROVISION CABLES.

The market at Hamburg was slightly firmer during the week ended October 24, 1931, according to cabled reports to the U. S. Department of Commerce. Prices were 50c higher for refined lard; \$1.00 for prime steam lard; \$1.12 1/2 for extra oleo oil. Prices were 50c lower for fatbacks 12/14 lbs.; 75c for fatbacks 14/16 lbs. (all per 100 kilos). Receipts of lard for the week were 2,127 metric tons, 176 metric tons of which came from Denmark. Arrivals of hogs at 20 of Germany's most important markets were 90,000 at a top Berlin price of 11.69 cents a pound, compared with 88,000, at 13.19 cents a pound, for the same week of last year.

The Rotterdam market was firm. Demand was good for spot goods. Prices for extra neutral lard were 80c lower; extra oleo oil 10c; prime oleo oil 90c; prime premier jus 20c; extra oleo stock 40c and refined lard 80c (all per 100 kilos).

The market at Liverpool was about the same. Prices were lower.

The total of pigs bought in Ireland for bacon curing was 33,700 for the week, as compared with 19,300, for the corresponding week of last year.

The estimated slaughter of Danish hogs for the week ending October 21, 1931, was 144,600, as compared with 109,000 for the corresponding week of last year.

## BRITISH MEAT IMPORTS.

Imports of meat and lard into the United Kingdom during September, 1931, is reported to the U. S. Department of Commerce. Bacon.—From Sweden, 58,406,000 lbs.; Denmark, 67,872,000 lbs.; Holland, 10,528,000 lbs.; United States, 1,232,000 lbs.; Irish Free State, 4,256,000 lbs.; Canada, 560,000 lbs.; other countries, 15,456,000 lbs. Fresh pork.—From Irish Free State, 3,696,000 lbs. Lard.—From United States, 12,208,000 lbs.; other countries, 4,816,000 lbs.

## GERMAN CASINGS IMPORTS.

Imports of casings into Germany during August, 1931, amounted to 2,500 metric tons, compared with 3,000 tons during July, 1930, and 4,000 tons during August, 1930, according to a U. S. Department of Commerce report. From January to August, inclusive, the total imports were 28,000 tons, or 1,000 tons less than for the same period of 1930. Principal sources of supply were Denmark, with 7,200 tons; United States, 4,700 tons; Russia, 3,000 tons.

## CANADIAN HOG SLAUGHTERS.

During August, 1931, Canadian hog slaughters under government inspection totaled 161,664 head, compared with 123,580 in August, 1930, according to a report to the U. S. Department of Commerce. Totals for the first eight months of 1931 were 1,284,962 head, against 1,288,331 head for the corresponding period of 1931.

## GERMAN HOG SLAUGHTERS.

Federal inspected hog slaughter in Germany during the second quarter of 1931 amounted to 4,630,379 head, an increase of 632,000, or 15.8 per cent over the corresponding period of 1930, according to a U. S. Department of Commerce report.

## LATVIAN IMPORT QUOTAS.

Latvia has fixed import contingents by countries, based on import figures for 1930, for the year beginning October 15, 1931. Imports from all countries are limited as follows, according to a U. S. Department of Commerce report: Edible fats, 120 metric tons; fat backs and meats, 60 metric tons.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Oct. 28, 1931, show exports from that country were as follows: To England, 130,188 quarters; to the Continent, 19,572 quarters.

Exports of the previous week were as follows: To England, 99,340 quarters; to the Continent, 888 quarters.



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# Live Stock Markets

## CHICAGO

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Ill., Oct. 29, 1931.

**CATTLE**—Compared with a week ago: Strictly good and choice fed steers and long yearlings, 25@50c higher; common and medium grades, 25@50c lower. Market was very uneven and prices at new low for season early in week. This downturn was followed by upward reaction on merely good to choice kinds, some inbetweens with weight finishing the week \$1.00 higher than low spot. Weighty steers and yearlings topped today at \$11.50, all strictly dry lot steers and yearlings with quality bringing \$11.00 upward; most shortfeds with weight, \$8.50@10.00; grassy and warmed up kinds, \$4.75@7.00. Bulk of week's run were grassers, grainfed steers and yearlings being scarce. This, coupled with insistent shipper demand, pulled the better grades upward, shippers scrambling as week closed for kinds of value to sell at \$9.00 upward. After selling off to new low levels, fat she stock closed about 25@40c lower; bulls, weak to 25c lower; vealers, steady to 50c lower. All classes, except good and choice steers, more or less in line with relatively low hog and lamb prices, but good and choice steers and yearlings rather wildly inflated due to acute scarcity.

**HOGS**—Compared with a week ago: Market mostly 15@25c lower; pigs and packing sows, 25@35c lower. Supply was increased; shipper purchases were unchanged. Late bulk, 220 to 300 lbs., \$5.10@5.30; top, \$5.35; good to choice 380 to 425 lbs., \$4.90@5.00; 170 to 210 lbs., \$4.75@5.00; 140 to 160 lbs., \$4.60@4.75; pigs, \$4.00@4.50; packing sows, \$4.40@4.75; smooth, lightweights, to \$4.90.

**SHEEP**—Compared with a week ago:

Fat lambs, unevenly 25@75c lower. Supply of thin kinds, largely Montanas, excessive; sheep, around 25c lower. There was some late recovery on better grade lambs, the week's only bright feature. Closing bulks: Good and choice native and range lambs, \$5.50@6.25; few, \$6.35 and \$6.40; choice fed westerns, \$6.00@6.25; week's extreme top, \$6.60, paid early for natives; native bucks, \$4.50@5.25; throwouts, \$3.50@4.00; fat ewes, \$1.50@2.25.

## KANSAS CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Kan., Oct. 29, 1931.

**CATTLE**—The week's trade was marked by strong to 25c higher prices on the few strictly good and choice fed steers and yearlings offered. Short-fed steers and grassers, however, found a draggy outlet at weak to unevenly lower rates, with the majority showing losses of 25@50c as compared with a week ago. Choice yearling steers topped at \$10.65, while other good to choice offerings turned at \$8.25@10.40. Short fed steers bulked at \$5.50@7.50, with a scattering of grassers and cake-feds at \$3.25@5.25. She stock and bulls sold on a mostly 25@50c lower basis, and vealers are closing 50c lower, with the late top at \$6.00.

**HOGS**—Some weakness featured the hog market, and closing levels are steady to 15c lower than last Thursday, with underweights showing most of the decline. Shipping orders were limited, but packers were good buyers at the decline. The late top rested at \$5.10, while the bulk of the desirable grades scaling 190 lbs. and up cleared from \$4.90@5.05. Most of the 150- to 180-lb. weights went at \$4.50@4.85. Packing sows are steady at \$4.25@4.75.

**SHEEP**—Fat lamb values broke sharply at the week's opening, but a

good share of the loss was regained at the finish. Range offerings are 15@25c lower for the week, while natives declined 25@35c. Best rangers brought \$6.25, with most sales from \$5.50@6.00. Desirable natives scored \$5.65 at the high time, but the bulk cashed from \$5.00@5.50. Mature classes were scarce and steady; fat ewes, \$2.25 down.

## OMAHA

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Oct. 29, 1931.

**CATTLE**—Fed steers and yearlings again ruled uneven, better grades again finding a good demand and showing strength and closing the week strong to 25c higher. Common and medium grades were draggy and are unevenly barely steady to around 25c lower. Grass she stock declined 25@50c, while fed offerings held about steady. Bulls are steady to 25c lower, and vealers weak to 50c lower. The week's top price of \$10.55 was paid for choice medium weights and 1,044-lb. yearlings.

**HOGS**—Heavy receipts and poor condition of dressed market continue to dominate the market for hogs, prices finishing the week with further sharp losses. Thursday to Thursday comparisons show light lights weak to 15c lower; lights and butchers, generally 25@40c lower; packing sows, mostly 25c lower. The closing top at \$4.80 was only 5c higher than the low current record. Bulk good and choice 140 to 300 pounds finished at \$4.40@4.80, the latter price paid for choice 210- to 250-lb. butchers. Sows bulked \$4.10@4.50.

**SHEEP**—Weakness in the dressed lamb situation at eastern consuming centers was reflected in the market for slaughter lambs at all points, and prices show a 25@35c loss from Thursday to Thursday. Matured sheep are unchanged. Thursday's clearance for good to choice woolled lambs, including natives, range and fed woolled offerings was at a price range of \$5.25@5.65; fed clipped lambs, \$5.65@5.75; good and choice ewes, \$1.75@3.50.

## ST. LOUIS

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Oct. 29, 1931.

**CATTLE**—Compared with one week ago: Native steers sold 25@50c lower, good kinds down the least; there were no choice steers offered; western steers 50@75c lower; mixed yearlings, heifers, medium bulls and vealers 25@50c lower; low cutters, 25c lower. Bulk of native steers brought \$5.50@8.60, 864-lb. yearlings topping at \$9.75 and 1,102-lb. matured kinds \$9.00, while 1,552-lb. averages scored \$8.25. Western steers ranged from \$3.00@6.10; bulk, \$4.00@5.50; most fat mixed yearlings and heifers brought \$6.75@7.25; medium fleshed descriptions largely \$4.75@5.50, with top heifers \$8.35. Cows went largely from \$2.75@3.75; top, \$4.50; low cutters mostly \$1.25@1.75. The period closed with top medium bulls \$3.25; top vealers, \$7.75.

**HOGS**—Variations, which were principally of a downward nature reduced hog prices the current week from 10@15c as compared with one week ago today. Pig stuff and packing sows are

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generally steady with that time. Receipts were heavier than the first four days last week. Top for the week was \$5.40, paid for a few lots, with today's best price \$5.20 and majority of 160-lb. weights upward at \$5.10 and \$5.15; 130- to 150-lb., \$4.75@5.00 and 80- to 120-lb., \$4.50@4.75. Packing sows closed at \$4.00@4.75, largely \$4.25 upward.

**SHEEP**—Light receipts failed to prevent a decline in both lamb and sheep prices the current week. Part of a 50c decline on lambs was recovered, sheep maintaining a loss of the same proportions. City butchers paid from \$5.25 @6.25 during the four day period; packers \$5.00@5.75 with bulk big killers at \$5.00@5.50. Common throwouts dropped to a \$3.00@3.25 basis; fat ewes ranging from \$2.00 down, with a top of \$2.50 pair early in the week.

### ST. JOSEPH

(Reported by U. S. Bureau of Agricultural Economics.)

St. Joseph, Mo., Oct. 29, 1931.

**CATTLE**—Marked scarcity of highly finished offerings and too many shortfeds caused another two-way cattle trade. Strictly good and choice steers and yearlings ruled strong to 25c higher, while lower grades, although regaining some early loss, finished mostly 25c lower. Choice 1,055-lb. steers topped at \$10.10, no strictly choice kinds appearing. Bulk of fed steers and yearlings brought \$8.00@9.75; most fed western, \$6.50@7.50; straight grassers, \$4.00@5.75. She stock finished extremely uneven, generally around 25c off. Spots on beef cows, and especially low grade heifers, off more. Plain heifers, at times, were virtually unsalable. Bulk of beef cows sold at \$2.75@3.50; cutter grades, \$1.75@2.50; short fed heifers in load lots, \$4.75@7.00. Bulls were slow at 25@50c lower; bulk, \$2.50 @3.00; vealers, weak to 50c lower; top, \$6.50 late. Heavy calves were active and steady.

**HOGS**—Hogs fell to a new low, with top at \$5.00 at mid-week, but worked back to \$5.10 today. Although somewhat stronger than the low time of the week, prices are still 5@10c under a week ago. The price range is the narrowest of the season, bulk of all good hogs selling today at \$5.00@5.05; a few unfinished kinds, \$4.75@4.90; sows, mostly \$4.00@4.50.

**SHEEP**—Lambs have been under constant pressure until today when an up-

ward reaction sent the top to \$5.85. For two days the top has been \$5.50, which represents a new bottom for more than a score of years. Prices are still, however, 15@25c under this time last week. Bulk range lambs today, \$5.60@5.85; top, \$5.85; best natives, \$5.50; bulk, \$5.25 down; choice mutton ewes, \$2.50.

### SIoux CITY

(Reported by U. S. Bureau of Agricultural Economics.)

Sioux City, Ia., Oct. 29, 1931.

**CATTLE**—Good and choice beef steers and yearlings advanced 25@50c this week to top at \$10.40, while a general sprinkling practically all representative weights went at \$10.00@10.75. Plainer kinds found a slow market at weak to 25c lower values, with some off more, on which basis numerous loads turned at \$4.75@7.50. Choice fed heifers continued scarce and firm, while other she stock showed 50c losses. Choice heifers topped at \$9.00, short feds went at \$7.50 down, grassers bulked at \$3.50@4.75 and most beef cows turned at \$3.00@3.75. Bulls lost 25c and medium grades cashed at \$3.25 down. Vealers slumped 50c@1.00, late packer top \$5.50.

**HOGS**—Swine prices rallied to a top of \$4.85 late, following a dip to \$4.75, or the lowest for a score and more years. Compared with a week ago values ruled weak to 25c lower. Most 170- to 300-lb. butchers brought \$4.50 @4.75 and the majority of 130- to 160-lb. averages went at \$4.00@4.50. Sows cashed largely at \$4.15@4.50.

**SHEEP**—Fat lamb prices slumped mid-week to \$5.50, the lowest level in years, but late recovery bulked slaughter offerings \$5.50 to mostly \$5.75, 25c under a week ago. Fat ewes ruled steady, with scattered sales \$2.00 down and choice light weights quoted up to \$2.25.

### ST. PAUL

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

St. Paul, Minn., Oct. 28, 1931.

**CATTLE**—Further uneven declines of 25 to, in spots, 50c placed inbetween grade steers and all fat she stock at a new low for the current year. Better fed offerings cleared at \$8.00@9.00 and showed little change; best short feds, \$7.00@8.00; ordinary grassers and warmed-ups, \$4.00@5.50 mainly. Fat cows dropped to a bulk of \$2.75@3.50; heifers, \$3.00@4.00; cutters, \$1.50@

2.50; bulls, \$2.75@3.00; vealers, \$4.00 @6.00, a new low and 50c@1.00 under last week.

**HOGS**—Hog values ruled unevenly steady to 15c lower and are at a new low. Better 180- to 320-lb. weights centered at \$4.50@4.60; 150- to 180-lb. kinds, \$4.25; pigs, \$4.25. Packing sows bulked at \$3.75@4.35.

**SHEEP**—Fat lambs worked 50c lower, a new low. Better grades today centered at \$5.50; medium grades, \$4.50; throwouts, \$3.00@3.50. Ewes showed little change at \$1.50 down to 50c for culls.

### CORN BELT DIRECT TRADING

(Reported by U. S. Bureau of Agricultural Economics.)

Des Moines, Ia., Oct. 29, 1931.

Liberal marketings early in the week at 24 concentration points and 7 packing plants in Iowa and Minnesota sent prices to new low for season, but with lighter receipts on recent sessions a partial recovery was made. Compared with a week ago: Market generally 10 @15c higher; late bulk good to choice 200- to 230-lb. butchers, \$4.45@4.85; few choice long-haul car loads, 220-280 lbs., occasionally making \$4.90, and in spots \$4.95; desirable, 170 to 190 lbs., mainly \$4.35@4.75; bulk good packing sows, \$3.75@4.50.

Receipts of hogs unloaded daily at these 24 concentration yards and 7 packing plants week ended Oct. 29:

	This week.	Last week.
Friday, Oct. 23.....	21,500	24,200
Saturday, Oct. 24.....	20,500	17,700
Sunday, Oct. 25.....	49,000	20,600
Tuesday, Oct. 27.....	20,100	11,200
Wednesday, Oct. 28.....	13,700	20,300
Thursday, Oct. 29.....	14,800	18,900

Unless otherwise noted, price quotations are based on transactions covering deliveries showing neither excessive weight shrinkage, nor excessive fills.

### U. S. INSPECTED HOG KILL.

At nine centers during week ended Friday, October 23, 1931:

	Week ended Oct. 23.	Prev. week.	Cor. week, 1930.
Chicago.....	126,774	119,494	114,679
Kansas City, Kan.....	36,087	32,724	33,440
Omaha.....	28,412	27,411	20,688
*East St. Louis.....	46,944	46,385	43,088
Sioux City.....	15,255	15,963	12,806
St. Paul.....	67,376	55,557	62,124
St. Joseph.....	17,713	13,383	18,249
Indianapolis.....	16,959	18,994	19,304
New York and J. C.....	38,106	37,612	34,972

Total.....393,626 387,533 339,907

\*Includes St. Louis, Mo.

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## PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ended Saturday, October 24, 1931, with comparisons, are reported to The National Provisioner as follows:

## CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour and Co.	6,854	6,107	10,051
Swift & Co.	5,907	1,599	17,392
Wilson & Co.	3,001	5,982	8,844
Morris & Co.	2,187	2,904	4,777
Anglo-Amer. Prov. Co.	1,473	1,399	...
G. H. Hammond Co.	2,687	1,342	...
Libby, McNeill & Libby	1,044	...	...
Shippers	19,222	31,346	44,110
Others	9,983	37,062	11,620

Brennan Packing Co., 6,897 hogs; Independent Packing Co., 1,945 hogs; Boyd, Lunham & Co., 1,200 hogs; Hygrade Food Products Corp., 4,707 hogs; Agar Packing Co., 6,262 hogs.

Total—53,018 cattle, 11,017 calves, 100,349 hogs, 90,794 sheep.

Not including 1,004 cattle, 1,020 calves, 45,444 hogs and 35,337 sheep bought direct.

## KANSAS CITY.

	Cattle.	Hogs.	Sheep.
Armour and Co.	4,212	2,518	3,887
Cudahy Pkg. Co.	5,797	2,181	7,546
Fowler Pkg. Co.	329	...	...
Morris & Co.	2,618	2,159	2,297
Swift & Co.	3,990	4,690	5,674
Wilson & Co.	3,858	2,481	4,951
Others	1,204	839	26

Total ..... 20,008 14,877 24,381

## OMAHA.

	Cattle.	Hogs.	Sheep.
Armour and Co.	5,796	6,551	8,150
Cudahy Pkg. Co.	4,568	6,780	11,829
Dold Pkg. Co.	1,245	5,164	...
Morris & Co.	2,062	1,607	1,876
Swift & Co.	4,673	5,331	10,762
Others	18,064	...	...

Eagle Pkg. Co., 1 cattle; Geo. Hoffman Pkg. Co., 44 cattle; Mayerowich Pkg. Co., 8 cattle; Omaha Pkg. Co., 89 cattle; J. Rife Pkg. Co., 4 cattle; J. Roth & Sons, 13 cattle; So. Omaha Pkg. Co., 45 cattle; East Side Pkg. Co., 13 cattle; Lincoln Pkg. Co., 144 cattle; Morrell Pkg. Co., 23 cattle; Sinclair Pkg. Co., 515 cattle; Wilson & Co., 365 cattle.

Total: 19,543 cattle; 43,906 hogs; 32,617 sheep.

## ST. LOUIS.

	Cattle.	Hogs.	Sheep.
Armour and Co.	2,048	1,552	3,599
Swift & Co.	2,521	1,532	2,754
Morris & Co.	724	629	524
East Side Pkg. Co.	1,178	...	2,233
American Pkg. Co.	411	45	1,855
Krey Pkg. Co.	236	545	2,196
Shippers	8,082	6,738	28,651
Others	3,302	...	16,849

Total ..... 26,224 15,344 70,774

Not including 2,885 cattle, 1,205 calves, 31,450 hogs and 2,878 sheep bought direct.

## ST. JOSEPH.

	Cattle.	Hogs.	Sheep.
Swift & Co.	3,504	763	8,681
Armour and Co.	3,885	708	7,253
Others	2,315	548	5,349

Total ..... 9,704 2,019 22,777

## SIOUX CITY.

	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,578	298	7,029
Armour and Co.	2,577	256	6,045
Swift & Co.	1,901	232	4,007
Smith Bros.	...	...	103
Shippers	3,525	99	11,304
Others	253	19	59

Total ..... 11,134 844 29,427

## OKLAHOMA CITY.

	Cattle.	Hogs.	Sheep.
Morris & Co.	1,304	356	1,756
Wilson & Co.	1,066	432	1,755
Others	172	41	678

Total ..... 2,542 829 4,187

Not including 102 cattle and 309 sheep bought direct.

## WICHITA.

	Cattle.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,112	423	2,096
Dold Pkg. Co.	572	10	1,345
Wichita D. Beef Co.	23	...	...
Dunn-Ostertag	100	...	24
Keefe-Le Stourgeon	7	...	6
Fred W. Dold	100	...	461

Total ..... 1,914 433 3,982

Not including 218 cattle and 2,937 hogs bought direct.

## DENVER.

	Cattle.	Hogs.	Sheep.
Swift & Co.	1,115	157	1,391
Armour and Co.	863	115	1,317
Others	1,832	176	2,498

Total ..... 3,830 448 5,206

## ST. PAUL.

	Cattle.	Hogs.	Sheep.
Armour and Co.	3,704	5,017	21,198
Cudahy Pkg. Co.	688	1,485	...
Swift & Co.	5,195	7,571	30,719
United Pkg. Co.	2,456	120	8
Others	1,629	21	39,164

Total ..... 13,672 14,214 91,081

## MILWAUKEE.

	Cattle.	Hogs.	Sheep.
Plinkinton Pkg. Co.	1,908	6,061	18,814
Swift & Co., Chi.	...	...	1,083
Swift & Co., Balt.	...	...	1,380
U. D. B. Co., N. Y.	35	...	...
The Layton Co., Mil.	...	1,072	...
R. Gunz & Co., Mil.	88	40	76
Armour and Co., Mil.	687	3,341	...
Armour and Co., Chi.	117	...	...
N. Y. D. M. Co., N. Y.	39	...	...
Corkran, Hill, Balt.	...	1,438	...
Himbley Co., N. J.	...	1,368	...
J. J. Harrington, N. Y.	...	250	...
Shippers	329	28	123
Others	277	241	133

Total ..... 3,540 10,311 23,596

## INDIANAPOLIS.

	Cattle.	Hogs.	Sheep.
Kingan & Co.	1,133	464	12,477
Armour and Co.	254	50	1,771
Indianapolis Abt. Co.	284	12	240
Hilgemier Bros.	5	...	1,074
Brown Bros.	141	21	252
Stump Bros.	...	...	148
Viewview Pkg. Co.	15	...	197
Schuster Pkg. Co.	39	...	342
Meier Pkg. Co.	120	4	460
Indiana Prov. Co.	64	18	263
Art Wabnitz Co.	16	40	56
Maas Hartman Co.	41	39	8
Hosmer Abt. Co.	...	...	...
Shippers	1,853	2,045	21,166
Others	1,198	98	850

Total ..... 5,202 2,761 30,000

## CINCINNATI.

	Cattle.	Hogs.	Sheep.
S. W. Gall's Sons	...	3	447
Ideal Pkg. Co.	15	...	897
E. Kahn's Sons Co.	1,283	283	7,427
Kroger G. & B. Co.	257	83	954
J. Lorey Pkg. Co.	6	...	3,676
H. H. Meyer Pkg. Co.	11	...	2,040
A. Sander Pkg. Co.	...	...	204
J. Schlachter's Sons	204	244	2,823
J. & F. Schroth Co.	14	...	321
John F. Stegner	301	236	1,470
Shippers	347	413	2,170
Others	1,381	538	821

Total ..... 3,819 1,800 22,182

Not including 875 cattle, 1 calf, 10,814 hogs and 120 sheep bought direct.

## RECAPITULATION.

Recapitulation of packers' purchases by markets for week ended October 24, 1931, with comparisons:

	CATTLE.	Week ended Oct. 24.	Prev. week.	Cor. 1930.
Chicago	53,018	51,537	24,965	...
Kansas City	20,008	20,087	27,590	...
Omaha	19,543	17,993	17,586	...
St. Louis	26,224	19,656	15,287	...
St. Joseph	9,704	9,704	11,846	...
St. Joseph	11,134	9,594	10,242	...
Sioux City	2,542	2,073	3,387	...
Wichita	1,914	1,624	1,954	...
Denver	3,830	3,014	3,983	...
St. Paul	13,672	13,160	15,906	...
Milwaukee	3,540	3,634	5,340	...
Indianapolis	5,202	5,180	6,055	...
Cincinnati	3,819	3,746	4,556	...
Total	174,150	161,639	148,754	...

## HOGS.

	Week ended Oct. 24.	Prev. week.	Cor. 1930.
Chicago	109,349	110,304	70,875
Kansas City	14,877	12,656	18,634
Omaha	43,906	41,555	34,546
St. Louis	70,774	54,518	28,201
St. Joseph	22,777	17,425	28,580
St. Joseph	29,427	26,628	20,935
Sioux City	4,187	5,551	3,889
Wichita	3,982	4,850	5,013
Denver	5,206	6,221	5,718
St. Paul	91,081	80,240	68,642
Milwaukee	23,596	22,620	21,056
Indianapolis	39,000	44,295	37,939
Cincinnati	22,182	20,288	20,881
Total	480,294	453,149	364,579

## SHEEP.

	Week ended Oct. 24.	Prev. week.	Cor. 1930.
Chicago	96,794	95,608	77,793
Kansas City	24,381	30,387	39,389
Omaha	32,617	50,835	37,989
St. Louis	22,071	11,451	10,341
St. Joseph	21,067	25,953	19,085
St. Joseph	12,287	19,624	23,981
Sioux City	798	1,138	677
Wichita	920	963	1,118
Denver	47,304	57,533	42,543
St. Paul	54,800	46,733	56,091
Milwaukee	3,685	3,068	5,753
Indianapolis	7,830	7,953	16,638
Cincinnati	4,651	2,773	5,868
Total	320,235	303,016	337,806

## CHICAGO LIVESTOCK

Statistics of livestock at the Chicago Stock Yards for current and comparative periods are reported as follows:

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 19	23,756	4,507	40,230	41,731
Tues., Oct. 20	9,312	2,910	27,468	13,323
Wed., Oct. 21	13,063	2,367	23,895	22,139
Thurs., Oct. 22	9,173	2,038	33,849	21,219
Fri., Oct. 23	1,357	523	19,547	4,127
Sat., Oct. 24	200	100	10,000	1,000

This week ..... 56,802 12,445 155,038 134,232  
Previous week ..... 50,908 10,550 150,120 122,540  
Year ago ..... 57,869 10,727 147,233 123,467  
Two years ago ..... 59,931 11,234 164,943 125,771

Total receipts for month and year to Oct. 24

with comparisons:		October.		Year.	
	1931.	1930.	1931.	1930.	
Cattle .....	171,779	178,365	1,830,004	1,908,622	
Calves .....	35,506	35,548	440,387	470,019	
Hogs .....	496,031	454,286	5,906,687	6,000,000	
Sheep .....	401,644	493,627	3,515,933	3,300,000	

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Oct. 19	4,260	170	8,000	6,460
Tues., Oct. 20	4,733	311	7,119	9,438
Wed., Oct. 21	4,323	388	3,063	14,300
Thurs., Oct. 22	4,000	221	5,622	9,731
Fri., Oct. 23	1,639	144	7,122	3,040
Sat., Oct. 24	100	...	1,500	...

This week ..... 19,064 1,184 32,508 44,622  
Previous week ..... 18,790 1,751 32,505 44,622  
Year ago ..... 20,217 619 35,000 28,000  
Two years ago ..... 18,506 581 30,170 23,140

## WEEKLY AVERAGE PRICE OF LIVE STOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ended Oct. 24	\$ 8.80	\$ 5.15	\$ 2.10	\$ 2.10
Previous week	8.40	5.20	2.10	2.10
1930	10.90	9.35	2.90	2.90
1929	13.55	9.45	4.75	4.75
1928	14.25	9.15	5.30	5.30
1927	14.00	9.70	5.05	5.05
1926	10.15	12.05	6.25	6.25

Av. 1926-1930 ..... \$12.55 \$10.05 \$ 5.00 \$12.50

## SUPPLIES FOR CHICAGO PACKERS

Net supplies of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
Week ended Oct. 24	37,700	123,000	71,000
Previous week	32,118	117,675	62,300
1930	37,662	111,633	84,300
1929	41,425	134,773	94,127
1928	46,007	138,000	93,771
1927	45,837	124,622	82,000

\*Saturday, Oct. 24, estimated.

## HOG RECEIPTS, WEIGHTS, PRICES.

Receipts, average weights and tops and average prices of hogs, with comparisons:

	No.	Avg.	Prices	
	Rec'd.	Wgt.	Top.	Avg.
*Week ended Oct. 24	155,000	225	\$ 5.60	\$ 5.15
Previous week	150,180	225	5.70	5.30
1930	147,233	229	10.05	9.35
1929	164,923	227	10.00	8.65
1928	162,730	241	9.75	8.15
1927	160,586	237	11.65	9.37
1926	132,598	244	14.05	12.85

## CANADIAN LIVESTOCK PRICES.

Leading Canadian centers top livestock price summary, week ended October 22, 1931, with comparisons, reported by Dominion Live Stock Branch:

## BUTCHER STEERS.

Up to 1,050 lbs.

	Week ended Oct. 22, 1931.	Prev. week.	Same week, 1930.
Toronto	\$ 8.35	\$ 6.50	\$ 7.75
Montreal	8.00	5.75	7.00
Winnipeg	5.50	5.50	6.50
Calgary	4.50	4.50	5.50
Edmonton	4.75	4.75	5.50
Prince Albert	4.25	4.25	5.00
Yonge Jaw	5.00	4.50	6.00
Saskatoon	4.00	4.25	5.50

## VEAL CALVES.

	Week ended Oct. 22, 1931.	Prev. week.	Same week, 1930.
Toronto	\$10.00	\$10.00	\$13.50
Montreal	9.50	9.25	11.25
Winnipeg	6.50	6.50	10.00
Calgary	4.85	5.00	7.00
Edmonton	6.50	6.50	8.50
Prince Albert	4.50	4.00	...
Yonge Jaw	5.25	5.00	...
Saskatoon	4.50	5.25	8.00

## SELECT BACON HOGS.

	Week ended Oct. 22, 1931.	Prev. week.	Same week, 1930.
Toronto	\$ 6.25	\$ 6.35	\$12.00
Montreal	6.25	6.00	12.25
Winnipeg	5.50	5.25	10.75
Calgary	5.75	5.75	11.35
Edmonton	5.80	5.10	10.75
Prince Albert	5.00	5.00	10.25
Yonge Jaw	5.20	5.20	10.40
Saskatoon	5.20	5.20	10.45

## GOOD LAMBS.

	Week ended Oct. 22, 1931.	Prev. week.	Same week, 1930.
Toronto	\$ 7.50	\$ 7.50	\$ 8.75
Montreal	6.25	6.00	8.25
Winnipeg	5.75	5.75	7.50
Calgary	5.25	5.15	7.00
Edmonton	5.00	5.35	7.00
Prince Albert	4.00	4.25	6.00
Yonge Jaw	5.00	5.25	...
Saskatoon	4.50	4.50	6.00

## THE WEEK IN HOG FUTURES.

Transactions in the hog futures market are reported by the Chicago Live-stock Exchange for the week ended October 30, 1931, with totals from the opening of future trading on March 1, 1930, to date, as follows:

	Week ended Oct. 30, 1931.	Since March 1, 1930.
Pounds sold	16,900	23,278,500
Hogs sold	80	99,200
Contracts sold	1	1,371
Hogs delivered	...	24,612
Pounds delivered	...	5,900,920
Av. wt. hogs delivered	...	282

Active quotations on future contracts for the week ended October 30, 1931:

Light.\* Med. Heavy. Un-  
OCTOBER 24 TO 30, 1931, INCLUSIVE.  
NO TRANSACTIONS.

\*Light hogs—not less than 170 lbs., nor more than 210 lbs. Medium hogs—not less than 210 lbs., nor more than 260 lbs. Heavy hogs—not less than 260 lbs., nor more than 310 lbs. Even weight hogs—averaging not less than 200 lbs., nor more than 280 lbs.; excludes hogs weighing under 160 lbs., or more than 330 lbs. Carlot—16,500 lbs., with a variation not in excess of 1,500 lbs.

## DON'T ARGUE.

It is poor selling strategy to argue with customers. Sales are not made by arguments but by suggestions. You can lead a customer to give you an order but you can't drive him.

## LIVESTOCK PRICES AT LEADING MARKETS.

Livestock prices at five leading Western markets Thursday, Oct. 29, 1931:

Hogs (left or oily hogs and roast- ing pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
Lt. lt. (140-160 lbs.) gd.-ch.	\$ 4.50@4.65	\$ 4.75@5.10	\$ 4.35@4.60	\$ 4.40@4.75	\$ 4.25@4.60
Lt. wt. (160-180 lbs.) gd.-ch.	4.55@4.75	5.05@5.15	4.50@4.70	4.50@4.70	4.50@4.70
(180-200 lbs.) gd.-ch.	4.60@4.90	5.10@5.20	4.60@4.80	4.65@4.95	4.50@4.70
Med. wt. (200-220 lbs.) gd.-ch.	4.80@5.15	5.10@5.20	4.80@4.90	4.85@5.10	4.50@4.70
(220-240 lbs.) gd.-ch.	5.00@5.25	5.10@5.20	4.80@4.90	4.85@5.10	4.60@4.70
Hvy. wt. (240-260 lbs.) gd.-ch.	5.10@5.25	5.10@5.20	4.80@4.90	4.85@5.05	4.60@4.70
(260-350 lbs.) gd.-ch.	5.00@5.25	5.10@5.20	4.60@4.75	4.60@5.00	4.25@4.60
Pkg. sows (275-500 lbs.) med.-ch.	4.40@4.80	4.00@4.75	4.00@4.50	4.10@4.75	3.75@4.35
Str. pigs (100-150 lbs.) gd.-ch.	4.00@4.60	4.00@4.85	4.25@4.85	4.25@4.85	4.25@4.50
Av. cost & wt. Thurs. (pigs excl.)	4.97-220 lbs.	4.97-217 lbs.	4.58-233 lbs.	4.58-232 lbs.	...

Slaughter Cattle and Calves:	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANS. CITY.	ST. PAUL.
STEERS (600-900 LBS.):					
Choice	11.00@11.50	9.75@10.25	9.50@10.65	9.50@10.50	9.00@10.00
Good	8.50@11.00	7.50@9.75	7.50@9.50	6.75@9.50	7.00@9.00
Medium	5.75@8.50	4.75@7.50	5.50@7.50	4.25@6.75	5.00@7.00
Common	3.75@5.75	3.75@4.75	3.25@5.50	3.25@4.25	3.25@5.25
STEERS (900-1,100 LBS.):					
Choice	11.00@11.50	9.75@10.25	9.50@10.65	9.50@10.65	9.00@10.00
Good	8.50@11.00	7.50@9.75	7.50@9.50	6.75@9.50	7.00@9.00
Medium	5.50@8.50	4.75@7.50	5.50@7.50	4.25@6.75	5.00@7.00
Common	4.00@5.50	3.75@4.75	3.25@5.50	3.25@4.25	3.25@5.25
STEERS (1,100-1,300 LBS.):					
Choice	11.00@11.75	9.75@10.25	9.50@10.65	9.75@10.65	9.00@10.00
Good	8.50@11.00	7.50@9.75	7.50@9.50	6.75@9.75	7.25@9.00
Medium	5.50@8.50	4.75@7.50	5.50@7.50	4.25@6.75	5.25@7.25
STEERS (1,300-1,500 LBS.):					
Choice	11.00@11.75	9.50@10.00	9.50@10.65	9.75@10.65	9.00@10.00
Good	8.50@11.00	7.50@9.75	7.50@9.50	7.00@9.75	7.25@9.00
HENIPERS (550-850 LBS.):					
Choice	9.75@10.50	8.00@9.25	8.25@9.50	8.25@9.25	7.50@8.75
Good	6.00@9.75	6.50@8.00	6.25@8.25	5.75@8.25	6.00@7.50
Medium	4.00@6.50	4.75@6.50	3.75@6.25	3.75@6.75	3.75@6.25
Common	2.75@4.00	3.00@4.75	2.75@3.75	3.00@3.75	2.50@3.75
COWS:					
Choice	4.00@4.50	4.50@4.75	4.25@5.25	4.25@5.00	4.25@5.00
Good	3.25@4.00	3.50@4.50	3.25@4.50	3.50@4.25	3.50@4.25
Com.-med.	2.50@3.50	2.50@3.50	2.50@3.25	2.75@3.50	2.50@3.50
Low cutter and cutter	1.75@2.75	1.00@2.50	1.50@2.50	1.50@2.75	1.50@2.75
BULLS (YRLS. EX. BEEF):					
Gd.-ch.	3.75@4.50	3.25@4.25	3.25@4.25	3.00@3.50	3.25@4.00
Out.-med.	2.50@4.00	2.00@3.25	1.75@3.25	2.00@3.00	2.25@3.25
FEALERS (MILK-FED):					
Gd.-ch.	6.00@7.75	6.25@7.75	5.00@6.50	5.00@6.50	4.00@6.50
Medium	5.00@6.00	3.75@6.25	4.00@5.00	4.00@5.00	3.00@4.00
Out.-com.	4.00@5.00	2.75@3.75	2.00@4.00	2.00@4.00	2.00@3.00
CALVES (250-500 LBS.):					
Gd.-ch.	4.50@6.00	4.50@7.00	4.00@5.50	4.00@5.50	3.50@4.50
Com.-med.	3.00@4.50	3.00@4.50	2.00@4.00	2.00@4.00	2.00@3.50
Slaughter Sheep and Lambs:					
LAMBS:					
(90 lbs. down)—Gd.-ch.	5.50@6.50	5.00@6.25	5.00@5.65	5.25@6.00	5.00@5.75
Medium	4.25@5.50	4.00@5.00	4.25@5.00	4.25@5.25	4.25@5.00
(All weights)—Common	3.00@4.25	3.00@4.00	3.00@4.25	3.25@4.25	3.00@4.25
YEARLING WETHERS:					
(90-110 lbs.)—Med.-ch.	2.75@5.25	2.50@4.75	3.00@4.75	3.25@4.25	2.50@4.50
EWES:					
(90-120 lbs.)—Med.-ch.	1.50@2.50	1.00@2.00	1.50@2.50	1.50@2.60	1.50@2.25
(120-150 lbs.)—Med.-ch.	1.00@2.25	.75@1.75	1.25@2.50	1.25@2.25	1.25@2.00
(All weights)—Cul.-com.	.75@1.50	.50@1.25	.50@1.50	.75@1.50	.50@1.50

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at 14 centers for the week ended October 24, 1931, with comparisons:

## CATTLE.

	Week ended Oct. 24, 1931.	Prev. week.	Cor. week, 1930.
Chicago	34,800	33,006	24,965
Kansas City	20,006	20,687	27,590
Omaha	22,410	18,045	21,869
St. Louis	10,422	9,908	15,287
St. Joseph	8,971	8,192	9,190
Sioux City	7,894	6,917	8,186
Wichita	2,565	2,457	2,457
Fort Worth	5,693	5,146	5,512
Philadelphia	1,820	1,829	1,964
Indianapolis	1,669	1,626	2,012
New York & Jersey City	10,098	9,987	10,296
Oklahoma City	3,533	3,175	5,967
Cincinnati	4,452	3,954	5,954
Denver	3,464	2,233	3,189
Total	137,732	128,200	144,421

## HOGS.

	Week ended Oct. 24, 1931.	Prev. week.	Cor. week, 1930.
Chicago	124,498	119,594	114,679
Kansas City	14,877	12,656	18,634
Omaha	27,672	25,401	18,018
St. Louis	29,486	32,632	28,201
St. Joseph	17,711	12,080	19,245
Sioux City	15,726	15,248	11,065
Wichita	7,417	6,504	7,041
Fort Worth	2,788	2,562	1,632
Philadelphia	17,465	18,604	16,880
Indianapolis	15,341	15,983	17,077
New York & Jersey City	60,098	58,648	54,775
Oklahoma City	4,187	6,906	3,880
Cincinnati	24,363	18,411	29,011
Denver	6,095	6,206	6,000
Total	387,176	350,381	336,168

## SHEEP.

	Week ended Oct. 24, 1931.	Prev. week.	Cor. week, 1930.
Chicago	88,021	82,921	77,793
Kansas City	24,381	39,387	39,909
Omaha	38,108	48,127	41,525
St. Louis	9,072	7,417	10,913
St. Joseph	19,020	22,348	18,306
Sioux City	15,919	12,050	16,004
Wichita	920	983	1,118
Fort Worth	7,604	6,396	2,602
Philadelphia	5,452	7,474	7,834
Indianapolis	1,154	1,472	2,410
New York & Jersey City	84,908	82,987	82,927
Oklahoma City	1,107	1,728	677
Cincinnati	2,959	3,414	4,535
Denver	9,415	10,908	11,184
Total	311,036	324,444	323,560

## RECEIPTS AT CHIEF CENTERS.

Combined receipts at principal markets, week ended Oct. 24, 1931:

	Cattle.	Hogs.	Sheep.
At 20 markets:			
Week ended Oct. 24	309,000	577,000	600,000
Previous week	279,000	558,000	608,000
1930	328,000	675,000	655,000
1929	351,000	694,000	525,000
1928	348,000	689,000	523,000
1927	374,000	631,000	463,000
Hogs at 11 markets:			
Week ended Oct. 24	...	505,000	...
Previous week	...	483,000	...
1930	...	497,000	...
1929	...	501,000	...
1928	...	584,000	...
1927	...	536,000	...
At 7 markets:			
Week ended Oct. 24	241,000	429,000	413,000
Previous week	217,000	401,000	409,000
1930	253,000	414,000	442,000
1929	282,000	484,000	333,000
1928	244,000	475,000	296,000
1927	258,000	443,000	254,000

## BALTIMORE LIVESTOCK SHOW.

That quality livestock is in real demand was proved by the active bidding and top prices paid at the Baltimore Live Stock Show last week by Baltimore buyers. The show which closed last Thursday at Union Stock Yards was the third annual livestock show held in Baltimore. The Wm. Schludenberg-T. J. Kurlde Company bought a total of 570 choice cattle at top prices, to encourage live stock breeders in Maryland, Virginia, Pennsylvania and nearby states to raise quality live stock. Among the purchases were the grand champion carload of fat cattle, at 25c lb., the reserve champion carload of fat cattle, the grand champion boys 4-H Club beef steer, at 17c lb.



## RECEIPTS AT CENTERS

SATURDAY, OCTOBER 24, 1931.

	Cattle.	Hogs.	Sheep.
Chicago	150	10,000	1,500
Kansas City	300	500	2,000
Omaha	300	4,000	2,800
St. Louis	300	4,500	100
St. Joseph	125	2,000	1,000
Sioux City	300	2,500	2,000
St. Paul	4,600	2,500	10,000
Oklahoma City	200	300	100
Fort Worth	600	100	300
Milwaukee	200	200	200
Denver	400	200	20,000
Louisville	200	300	100
Wichita	100	900	100
Indianapolis	100	3,000	200
Pittsburgh	100	1,500	1,000
Cincinnati	100	200	100
Buffalo	100	600	200
Cleveland	100	300	...
Nashville	100	400	...

MONDAY, OCTOBER 26, 1931.

Chicago	25,000	55,000	40,000
Kansas City	27,000	7,000	8,000
Omaha	21,000	15,000	23,000
St. Louis	6,500	15,000	8,000
St. Joseph	3,500	4,500	4,500
Sioux City	9,500	10,000	10,500
St. Paul	16,500	28,000	42,000
Oklahoma City	1,000	800	300
Fort Worth	5,000	1,300	800
Milwaukee	500	3,500	500
Denver	9,500	5,000	38,300
Louisville	1,000	900	300
Wichita	2,700	1,600	1,000
Indianapolis	10,000	1,000	1,000
Pittsburgh	1,000	3,800	3,300
Cincinnati	1,900	4,500	300
Buffalo	1,800	9,300	8,600
Cleveland	1,000	3,300	2,900
Nashville	1,000	400	200

TUESDAY, OCTOBER 27, 1931.

Chicago	65,000	35,000	18,000
Kansas City	11,000	4,500	6,000
Omaha	8,000	7,000	10,500
St. Louis	4,800	12,500	2,500
St. Joseph	1,700	4,000	2,500
Sioux City	3,000	6,000	4,500
St. Paul	2,000	17,000	11,000
Oklahoma City	800	200	200
Fort Worth	2,400	500	1,200
Milwaukee	800	6,000	600
Denver	1,300	2,000	34,000
Louisville	200	800	200
Wichita	700	1,700	400
Indianapolis	1,300	10,000	2,000
Pittsburgh	1,000	800	800
Cincinnati	500	3,200	400
Buffalo	100	1,200	300
Cleveland	200	1,800	1,300
Nashville	300	100	100

WEDNESDAY, OCTOBER 28, 1931.

Chicago	9,500	22,000	23,000
Kansas City	5,000	4,000	8,000
Omaha	4,500	6,000	3,000
St. Louis	3,000	10,000	1,500
St. Joseph	1,700	3,500	4,500
Sioux City	6,500	15,000	8,000
St. Paul	2,800	23,000	5,000
Oklahoma City	1,300	1,200	200
Fort Worth	2,200	600	1,200
Milwaukee	600	4,000	300
Denver	1,000	1,300	6,300
Louisville	300	900	200
Wichita	600	1,400	400
Indianapolis	600	8,000	1,000
Pittsburgh	100	1,000	800
Cincinnati	300	2,300	400
Buffalo	100	1,000	200
Cleveland	300	1,400	1,000
Nashville	200	300	100

THURSDAY, OCTOBER 29, 1931.

Chicago	6,000	25,000	18,000
Kansas City	4,000	4,000	5,000
Omaha	2,500	9,000	14,000
St. Louis	1,700	8,000	3,500
St. Joseph	1,600	4,000	8,000
Sioux City	2,500	6,000	3,000
St. Paul	2,700	13,000	6,500
Oklahoma City	700	700	100
Fort Worth	1,600	300	400
Milwaukee	700	3,300	300
Denver	1,800	1,700	31,000
Louisville	300	500	200
Wichita	400	1,400	400
Indianapolis	1,000	8,000	2,000
Pittsburgh	100	1,500	1,000
Cincinnati	400	3,400	800
Buffalo	100	1,200	1,100
Cleveland	300	1,300	1,000
Nashville	300	400	100

FRIDAY, OCTOBER 30, 1931.

Chicago	2,000	27,000	15,000
Kansas City	1,200	4,500	8,000
Omaha	1,500	10,000	10,000
St. Louis	800	7,000	800
St. Joseph	1,800	9,000	2,000
Sioux City	1,500	9,000	1,500
St. Paul	5,000	16,000	9,000
Oklahoma City	700	700	100
Fort Worth	1,400	400	1,800
Milwaukee	400	6,000	300
Denver	400	500	3,300
Louisville	200	300	100
Wichita	400	1,000	100
Indianapolis	400	6,000	800

	Cattle.	Hogs.	Sheep.
Pittsburgh	100	2,200	800
Cincinnati	325	3,700	350
Buffalo	300	3,200	2,400
Cleveland	300	1,100	1,100

## HIDE AND SKIN EXPORTS.

More leather is manufactured in the United States than in any other country, our tanners generally being credited with producing at least 30 per cent of the world's total output.

With this large production, the raw hide and skin requirements of the United States are naturally larger than those of any other country. It is for this reason, says the U. S. Department of Commerce, that the exports of these raw materials from this country in the past have been rather small, but owing to existing conditions a marked increase is noted in such foreign sales during the first six months of the present year.

The larger part of the hide and skin exports are country hides, nearly all of the packer hides and skins being used locally. The average value of the raw hides and skins sold abroad during the first half of 1930 amounted to more than 15c lb., while for the present year this value was less than 9c lb.

Quantities and values of hides and skins exported during the first six months of 1931, compared with the same period a year earlier are given in the following table:

## HIDE AND SKIN EXPORTS.

	First 6 months.		1930.		1931.	
	Lbs.	Value.	Lbs.	Value.	Lbs.	Value.
Cattle	9,355,160	\$1,233,327	15,950,716	\$1,215,923		
Calves						
and						
kip	9,277,414	\$41,371	2,655,455	\$38,761		
Sheep and						
goat	788,021	\$88,536	751,275	\$117,455		
All other.	3,108,624	\$68,347	3,636,702	\$69,343		
Total	17,479,219	\$2,766,581	22,994,148	\$2,031,482		

Generally, the domestic tanning industry requires many more cattle hides than are available from local sources, and the imports of these account for about 25 per cent of the total number tanned. However, the local consumers generally require a better quality hide than is in demand in the smaller tanning countries, owing to the high grade of leather manufactured. Although some packer hides have been and are still being sold to foreign customers, the largest proportion of the hides exported is of the country variety.

Canada is the largest purchaser of the cattle hides exported from this country, with important quantities also going to Japan and European countries. Statistics show that the average value of the cattle hides exported from this

## Handling Hides

Much money is undoubtedly lost by the packer through improper take-off and curing of hides and skins.

Complete directions for the proper handling of hides and skins have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by a 2-cent stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me copy of directions for take-off and curing of hides and skins.

Name .....

Street .....

City .....

country during the first half of last year was slightly more than 13c lb., as compared with less than 8c lb. in the similar period of the present year.

This country generally depends on foreign sources for about 30 per cent of the calf and kip skins tanned, but in the present year there has been a noticeable decline in the imports, as well as the exports. This is an indication that there has been a larger consumption of the domestic calf and kip skins by local tanners during the present year.

Exports of calf and kip skins from this country in the first half of the present year amounted to but 2,655,455 lbs. as compared with 4,277,414 lbs. shipped in the similar period of the previous year.

Of all the sheep and lamb skins used in this country annually, not less than 40 per cent is of foreign origin. Owing to the rather large local needs, only comparatively small amounts of these skins are exported, whereas very large amounts are imported each year. Official statistics do not show the exports of sheep and lamb skins separately, but include these details with those of goat and kid skins. However, as the local production of goat and kid skins is very limited, and as almost the entire supply is used by domestic consumers, sheep and lamb skins comprise almost all of the skins shown as "sheep and goat" skins in the export statistics.

It is interesting to note from the table that the exports of sheep and goat skins from this country during the first half of the present year were but slightly higher than in the similar period of 1930. American tanners are the largest manufacturers of goat and kid leathers, and require more than 50,000,000 raw skins annually for this purpose.

It is believed that more than 65 per cent of all the goat and kid leather made in the world is produced by establishments in the United States. As the domestic supply of these skins approximates but about 250,000 annually, more than 99 per cent of the requirements must be obtained from foreign sources.

## CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ended October 24, 1931, were 4,039,000 lbs.; previous week, 3,606,000 lbs.; same week last year, 3,320,000 lbs.; from January 1 to October 24 this year, 170,936,000 lbs.; same period a year ago, 152,590,000 lbs.

Shipments of hides from Chicago for the week ended October 24, 1931, were 4,513,000 lbs.; previous week, 3,250,000 lbs.; same week last year, 3,643,000 lbs.; from January 1 to October 24 this year, 156,308,000 lbs.; same period a year ago, 136,702,000 lbs.

## WEEKLY HIDE IMPORTS.

Imports of cattle hides at leading U. S. ports, week ended October 24, 1931:

Week ending.	New York.	Boston.	Phila.
Oct. 24, 1931.....	16,883	600	
Oct. 17, 1931.....	18,496	3,696	
Oct. 10, 1931.....	42,367	16,756	
Oct. 3, 1931.....	8,762	300	
To date, 1931.....	789,491	108,106	
Oct. 25, 1930.....	20,578	23,947	
Oct. 18, 1930.....	10,383		
To date, 1930.....	1,352,430	686,455	



# Hide and Skin Markets

## Chicago.

**PACKER HIDES**—The packer hide market presented a much improved appearance this week. Following the trading at the end of last week, there was follow-up business early this week at steady prices for branded steers, while one-quarter cent advance was paid for native steers and also for tanner business on light native cows and extreme native steers. Sellers' ideas also prevailed on branded cows, which moved at a half-cent over last trading price, two weeks ago.

Total movement so far this week is estimated around 80,000 hides, mostly straight October take-off. While some tanners have held back from participating in the trading this week, the general sentiment among tanners is not averse to some slight improvement in hide prices, with the expectation that firmer prices for raw materials will help to strengthen leather prices. The market is generally looked upon as steady to firm at these levels.

About 10,000 native steers sold at 8c, with a car at end of previous week at 7½c. About five cars extreme native steers moved late this week at 7½c.

About 7,000 butt branded steers sold at 7½c, and around 18,000 Colorados at 7½c, steady. Heavy Texas steers sold at 7½c for 2,000, at end of previous week. Light Texas steers quoted 6½c, nom. Extreme light Texas steers quotable at 6½c.

One packer sold 700 October heavy native cows early at 7c, and this figure later reported bid; offerings scarce. About 10,000 light native cows moved early at 7c, while on later business about 4,000 brought 7½c, tanner business. Upwards of 25,000 branded cows moved at 6½c.

One packer sold 1,000 and another 700 September-October native bulls mid-week at 5c, or ¼c up. Branded bulls quoted 4@4½c, nom.

Prices on the New York Hide Exchange moved in a narrow range this week, resulting in a lack of demand from speculators for hides for delivery.

**FOREIGN WET SALTED HIDES**—There was a light trade in the South American market this week. One sale of 3,000 LaBlanca steers was made to Europe at \$31.25 gold, equal to 8-7/16c, c.i.f. New York, about steady; also 5,000 Uruguay steers to Russia at \$35.00, equal to 9-7/16c, c.i.f. New York.

**SMALL PACKER HIDES**—Last trading locally on small packer all-weights was at 7c for native steers and cows and 6½c for branded; one lot of October hides still held, others sold up to end of October. A few outside lots have moved at ¼c less.

In Pacific Coast market, 20,000 to 25,000 October hides moved at 6c for steers and 5½c for cows, f.o.b. shipping points.

**COUNTRY HIDES**—Market a shade firmer on country hides. Trading greatly restricted here due to inability of dealers to secure hides at interior points. All-weights, 48 lb. av., reported sold early at 5½c, although some still trying to buy at 5@5½c. Heavy steers and cows slow at 5@5½c asked. Buff weights sold at 5½c in a limited way. Extremes quoted 6½@7c; offerings scarce and holders appear firm. Bulls

quoted 3 1/3c. All-weight branded held at 4½c, flat, less Chicago freight.

**CALFSKINS**—Packer calfskins quoted at a variety of prices. There was further trading in October calfskins last week on confidential terms, said to average out at 9c. Some choice northern calf moved this week at 10c. One packer sold 15,000 August-September-October calf at 9c for regular northern points and 9½c for St. Pauls, and some choice skins recently sold at 10½c for special point. Generally quoted 9@10c, depending upon points and packers.

Chicago city calfskins quoted unchanged at 7½c paid last for 8/10 lb. and 8½c for 10/15 lb.; some holders inclined to hold heavies for more money. Outside cities, 8/15 lb., quoted 7½@8c; mixed city and country lots 7@7½c; straight countries 6@6½c.

**KIPSKINS**—Packer kipskins quoted nominally 9½c for northern natives, 8½c for over-weights, and 7c for branded, with last trading on October regular points at a half-cent less. However, some choice native kips, special point, reported sold this week at 10c.

Chicago city kipskins quoted 8c last paid to 8½c asked. Outside cities around 7½@8c; mixed city and country lots 6½@7c; straight countries about 6c.

Big packer regular slunks quoted 35@40c recently paid; hairless 20@30c.

**HORSEHIDES**—Horsehides show very little change. Choice city renderers quoted \$2.65@2.75, mixed northern city and country lots \$2.25@2.50, and straight countries around \$1.50.

**SHEEPSKINS**—Dry pelts a shade easier at 8½c top paid for full wools, short wools at half-price. Movement of shearlings about over and the light production appears to be absorbed readily enough by the light demand; one packer reports a car sold ahead at 40c for No. 1 lamb shearlings, 20c for No. 2's and 15c for fresh clips, with No. 1 sheep shearlings included at 60c. Pickled skins rather quiet, some killers being well sold up to end of October, with last trading at \$2.15@2.25 per doz. big packer straight run of lamb, at Chicago. New York market quoted around \$3.00 per doz. for straight run, although higher prices have been realized when selling separate grades. Small packer lamb pelts quoted 42½@45c for current take-off.

## New York.

**PACKER HIDES**—One packer sold October native steers this week at 8c; still holding October brands, with nominal market 7½c for butt branded and 7½c for Colorados. Another packer still holds entire October production; other packers sold earlier.

**COUNTRY HIDES**—Country market a shade firmer, although trading restricted account light offerings. Tanners reported bidding 6c flat for New York and New Jersey extremes, and 6½c for Pennsylvania hides, with offerings held at ½@¾c over bid prices.

**CALFSKINS**—Better feeling in the calfskin market, following the movement of sizeable quantities previous week on confidential terms. The 5-7's

are quoted 75@85c, nom.; two cars 7-9's sold at \$1.00 for packers, or 5c over last sale; 15,000 to 20,000 of the 9-12's sold at \$1.50, also 5c over previous sale.

## New York Hide Exchange Futures.

Saturday, October 24, 1931—Close: Nov. 6.65n; Dec. 6.90@7.00; Jan. 7.20n; Feb. 7.55n; Mar. 7.82@7.85; Apr. 8.10n; May 8.40n; June 8.70 sale; July 8.90n; Aug. 9.15n; Sept. 9.40@9.50. Sales 11 lots.

Monday, October 26, 1931—Close: Nov. 6.70n; Dec. 6.95@7.00; Jan. 7.25n; Feb. 7.55n; Mar. 7.85 sale; Apr. 8.15n; May 8.45n; June 8.75@8.85; July 8.95n; Aug. 9.20n; Sept. 9.50b. Sales 26 lots.

Tuesday, October 27, 1931—Close: Nov. 6.65n; Dec. 6.90@7.00; Jan. 7.20n; Feb. 7.50n; Mar. 7.80@7.85; Apr. 8.05n; May 8.35n; June 8.66@8.74; July 8.90n; Aug. 9.15n; Sept. 9.45@9.55. Sales 18 lots.

Wednesday, October 28, 1931—Close: Nov. 6.55n; Dec. 6.80@6.90; Jan. 7.10n; Feb. 7.40n; Mar. 7.65@7.75; Apr. 7.95n; May 8.30n; June 8.60 sale; July 8.80n; Aug. 9.05n; Sept. 9.30@9.40. Sales 29 lots.

Thursday, October 29, 1931—Close: Nov. 6.60n; Dec. 6.86@7.00; Jan. 7.15n; Feb. 7.45n; Mar. 7.70 sale; Apr. 8.00n; May 8.25n; June 8.56@8.60; July 8.80n; Aug. 9.05n; Sept. 9.35@9.44. Sales 59 lots.

Friday, October 30, 1931—Close: Nov. 6.65n; Dec. 6.90@7.00; Jan. 7.20n; Feb. 7.50n; Mar. 7.75 sale; Apr. 8.05n; May 8.35n; June 8.65@8.68; July 8.90n; Aug. 9.15n; Sept. 9.46@9.50. Sales 35 lots.

## CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ended Oct. 30, 1931, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ended Oct. 30.	Prev. week.	Cor. week, 1930.
Spr. nat. str.	@ 9n	@ 9n	@ 14½n
Hvy. nat. str.	@ 8	@ 7½	@ 12
Hvy. Tex. str.	@ 7½	@ 7½	@ 13
Hvy. butt brand'd str.	@ 7½	@ 7½	@ 13
Hvy. Col. str.	@ 7½	@ 7½	@ 12½
Ex-light Tex. str.	@ 6½	@ 6½	@ 10
Brnd'd cows.	@ 6½	@ 6½	@ 10
Hvy. nat. cows	@ 7b	@ 7n	@ 11½n
Lt. nat. cows	@ 7½	@ 7½	@ 10½
Nat. bulls	@ 5	@ 4½	@ 7½
Brnd'd bulls.	@ 4½	@ 4	@ 6½
Calfskins	@ 10	@ 9	@ 10n
Kips, nat.	@ 9½n	@ 9	@ 17½ax
Kips, ov-wt.	@ 8½n	@ 8	@ 15½n
Kips, brand'd.	@ 7n	@ 6½	@ 13½n
Slunks, reg. 35	@ 40	@ 40	@ 1.15
Slunks, hrls. 20	@ 30	@ 30	@ .35

Light native, butt branded and Colorado steers 1c per lb. less than heavies.

CITY AND SMALL PACKERS.			
Nat. all-wts.	@ 7	@ 7	@ 10½
Branded	@ 6½	@ 6½	@ 9½
Nat. bulls	@ 5n	@ 4½n	@ 7½
Brnd'd bulls.	@ 4n	@ 4n	@ 6½
Calfskins	@ 8	@ 8½n	@ 17½
Kips	@ 8	@ 8	@ 16
Slunks, reg. 30	@ 35	@ 40n	@ 1.00
Slunks, hrls.	@ 15	@ 20ax	@ 20n

COUNTRY HIDES.			
Hvy. steers	@ 5½	@ 5ax	@ 7
Hvy. cows	@ 5½	@ 5ax	@ 7
Butts	@ 5½	@ 5½	@ 7½b
Extremes	@ 6½	@ 7	@ 9½b
Bulls	@ 3½	@ 3½ax	@ 5
Calfskins	@ 6	@ 6½	@ 12
Kips	@ 6	@ 6	@ 11½
Light calf	@ 35	@ 35	@ 1.00
Deacons	@ 35	@ 35	@ 1.00
Slunks, reg. 10	@ 20	@ 20	@ 50
Slunks, hrls.	@ 5n	@ 5n	@ 10n
Horsehides	@ 1.50@2.75	@ 1.50@2.75	@ 3.00@4.00

SHEEPSKINS.			
Pkr. lambs	.....	60	@ 65
Sml. pkr.	.....	45	@ 47½
Lambs	@ 42½@45	45	@ 47½
Pkr. shearings	@ 40	40	@ 35
Dry pelts	@ 8½	8½	@ 9

# Chicago Section

Harry L. McWilliams, sales manager, Jacob Dold Packing Co., Omaha, Neb., was in Chicago during the week.

Jay E. Decker, president, Jacob E. Decker & Sons Co., Mason City, Ia., was in Chicago during the week.

E. S. Urwitz, general manager, Dryfus Packing Co., Lafayette, Ind., transacted business in town this week.

Purchases of livestock at Chicago by principal packers, for the first four days of this week, totaled 19,388 cattle, 4,281 calves, 42,974 hogs and 38,965 sheep.

News of the unexpected death of C. A. Burnette, vice president, treasurer and general manager of C. A. Burnette Co., meat packers, Chicago, on October 29, comes to THE NATIONAL PROVISIONER just at press time.

Provision shipments from Chicago for the week ended Oct. 24, 1931, with comparisons, were as follows:

	5 days	Previous	Cor.
	Oct. 24.	week.	week, '30.
Cured meats, lbs....	14,602,000	14,021,000	13,058,000
Fresh meats, lbs....	49,952,000	47,339,000	56,257,000
Lard, lbs.....	9,708,000	10,611,000	8,347,000

News from Omaha is that both Manager Solon Burkhart and Sales Manager H. L. McWilliams of the Dold Packing Co. have been elected vice presidents of the company. Both have grown up with the Omaha organization and have earned their promotion.

Walter Holle is the manager of the Chicago sales office of Jacob E. Decker & Sons Co., which is newly located in the Old Colony building, 407 S. Dearborn st. The Chicago office was first opened about a year ago, and was formerly at 308 W. Washington st.

President Thomas E. Wilson of Wilson & Co., Inc., left last week for his annual hunting trip to the mountains of New Mexico. He was accompanied by James S. Agar, president of the Agar Packing & Provision Co., and by Charles Cone and Dr. Arthur Wilson, and other usual cronies for this trip.

## GENERAL FOODS PROMOTIONS.

J. W. Schmalz, until recently sales manager of Diamond Crystal Salt Company, has been placed in charge of Maxwell House tea sales, according to an announcement by General Foods Corporation. Maxwell House tea production will continue under the direction of George F. Mitchell. Mr. Mitchell was U. S. Govt. Supervising Tea Examiner for 19 years and a member of the Board of Tea Experts for 20 years before joining General Foods.

S. H. Zimmerman has been made superintendent of the Diamond Crystal Salt Company, St. Clair, Mich., says the announcement. Mr. Zimmerman was transferred from the Calumet Chemical Company, Joliet, Ill., another General Foods subsidiary, where he held a similar position. He is succeeded at the Calumet plant by R. S. Dixon, formerly his assistant.

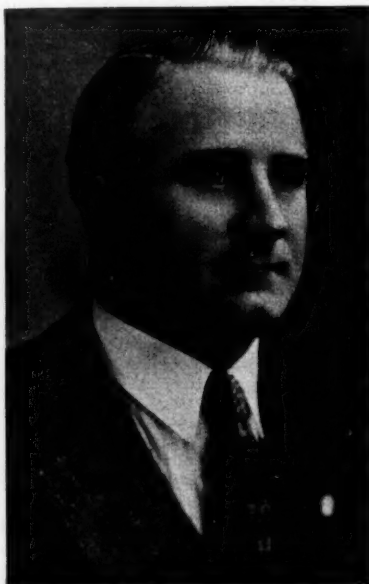
## In the Good Old Days

Under this heading will appear from time to time items about and reminiscences of veterans of the meat packing industry. Contributions from "Old Timers" are invited.

## NEVER LOST DAY IN 25 YEARS.

One of the silver-button recipients at the recent packers' convention was A. D. Sullivan, general manager of Armour and Company's plant at Jersey City, N. J. He completed 25 years of continuous service with the company in the month of October, and believes the meat industry to be a healthy one, since he never lost a day from his duties during the entire quarter of a century.

His first job with Armour was selling Simon Pure lard in New York City. "Simon Pure lard came into the picture just as I did," says he. After a few months of this he was sent to the company's South Brooklyn branch under



HE CAME IN WITH SIMON PURE.

A. D. Sullivan, manager of Armour's Jersey City plant, started his 25-year career with that company as a lard salesman.

Manager Newell, now head of the Morris branch at North Sixth street, Brooklyn. About two years later he was transferred to the smoked meat department at Jersey City, and after "pounding the streets for ten years," as he puts it, he was made manager of the Jersey City branch. At that time H. G. Mills, now vice president in charge of plants, was manager of the Jersey City plant. When he was sent to Manhattan to manage the Joseph Stern plant, Sullivan was appointed to succeed him, and has held this job ever since.

He is actively interested in all for-

ward movements in the industry, and for several years taught evening classes in packinghouse subjects in the Columbia University courses carried on in conjunction with the Institute of American Meat Packers. In fact "Prof." Sullivan of Armour and "Prof." John of Swift were two of the most popular instructors in these courses.

## GETS NORTH POLE MAIL.

A letter bearing a very "limited edition" postmark, that of the submarine Nautilus on its first and, as it proved, its last trip under Polar ice in an effort to reach the North Pole, has been received by Herman J. Mayer of H. J. Mayer & Sons, Chicago. The Nautilus postmark shows the submarine among the ice floes, and is stamped "Trans-Arctic Submarine Expedition, New York to North Pole—Sir Hubert Wilkins." The letter, which has been wandering about for nearly six months, was also postmarked at New York and London. The date of the New York postmark is May 8, 1931; the London postmark, October 3.

The Nautilus, after leaving New York, and touching at Spitzbergen, an island about halfway between Norway and Greenland, finally reached a point within 150 miles of the North Pole, where Wilkins was forced to turn back. The submarine was so badly wrecked that when Spitzbergen was again reached Wilkins decided to leave it there. Permission to junk the Nautilus is now being sought. The mail was conveyed from Spitzbergen to London, and from there to the various destinations in the usual manner.

## STANDARD BRANDS EARNINGS.

Standard Brands, Inc., reported today consolidated net income of \$2,649,832 for the September quarter after all charges and federal taxes. After preferred dividend requirements this was equal to 28 cents a share on the common, against \$4,256,486, or 31 cents a share on the common for the corresponding interval of last year. Operations for the first nine months of 1931 disclosed consolidated net income of \$11,022,262, or 91 cents a share on the common, compared with \$12,237,026, or 88 cents a common share for the same 1930 period.

## NEW GOBEL DIRECTORS.

Adolph Gobel, Inc., has elected several officials of its affiliated companies to directorships of the Gobel company. E. S. Selby and F. G. Duffield, respectively, treasurer and vice president of Jacob E. Decker and Sons; Albert H. Merkel, treasurer of Merkel, Inc., and J. A. Waterbury, vice president of Adolph Gobel, Inc., were elected directors of that company. Jacob E. Decker and Sons and Merkel, Inc., are both affiliates of Adolph Gobel, Inc.





**JOS. H. HEINEMAN  
CHAS. E. HAMAN**

**HEINEMAN-HAMAN  
INC.**

**PROVISION  
BROKERS**

**402-10 W. 14TH STREET  
New York City**



## F. C. ROGERS, INC.

NINTH AND NOBLE STREETS  
PHILADELPHIA

**PROVISION  
BROKER**

Member of New York Produce Exchange  
and Philadelphia Commercial Exchange

### TANNERS' COUNCIL MEETING.

The accomplishments of the Hide Committee of the Tanners' Council of America were stressed in the annual report of Fraser M. Moffat, president, at the fall meeting of the Council, held at Chicago, October 22 and 23. The new hide contract, which became effective October 1, 1931, was mentioned as very important. Details of the contract are given in a report from A. M. Peirce, chairman of the Hide Committee, which was published in THE NATIONAL PROVISIONER of October 24.

The Council reports a successful year for its Trade Survey Bureau, notes that the work of the Leather Research Laboratory at the University of Cincinnati is receiving wide recognition, and calls the attention of the members to the valuable work done for the leather industry under the direction of the U. S. Department of Agriculture and the U. S. Department of Commerce.

If any opinions exist as to the relative merits of loin yields between sexes the writers are not aware of them. There is no reason to believe that sex would affect loin development. Swine judges evaluate the desirable loin by the width, length and thickness of the back. As a matter of fact the external appearance of a well developed loin is partly obscured by the amount of finish carried.

In two out of the three years the yields of loin were in favor of the gilts, with differences which were significant. In the other year, the barrows were superior. The average difference of all the barrows and gilts was 0.43 per cent in favor of the gilts with the insignificant odds of 8 to 1 that the greater yield will be in favor of the gilts.

If barrows have thicker and larger

shoulders, they should have a higher yield of the shoulder cuts than gilts. In the first two years the barrows had slightly larger picnics, while in the third year the gilts yielded heavier picnics. In neither case was the difference large nor significant. The average difference is less than one-tenth per cent with chances of only five to one that the barrows will yield heavier picnics.

### Little to Choose From.

There was practically no difference in favor of either sex relative to the yield of Boston butts, while the average yield was less than 0.01 per cent in favor of the gilts with chances of 2 out of 3 that the gilts will yield larger Bostons.

In the type studies the investigators divided the wholesale cuts as accurately as possible with the knife into lean, fat, skin and bone. This investigation gives the only reliable information available from which we may compare the amounts of fat in barrows and gilts.

The barrows were fatter than the gilts two years out of the three, but in no case were the differences significant. The average difference of all the gilts and all the barrows was only 0.1 per cent in favor of the barrows with odds of 1 to 1.

The bellies of the barrows were fatter the first and third years while the gilts had fatter bellies the second year. The average difference of 1.13 per cent in favor of the barrows was not significant, as the odds were only 3 to 1 that they will yield fatter bacon bellies.

We can sum up the results of this study by saying that barrows produce a slightly higher carcass yield, while gilts yield a little more ham. There is no certainty as to how large these differences are, although we are reasonably sure that they are small. Further study is needed before we can rightfully make a sex discrimination on the basis of carcass or ham yield. There is no significant difference between gilts and barrows in the yields of belly, loin, picnic, Boston butt or fat content of carcass and bacon belly.

### HOGS FOR BEST PORK CUTS.

(Continued from page 18.)

ing bacon bellies from hog carcasses, the gilt bellies have to be trimmed more than barrow bellies. This procedure of cutting would naturally mean heavier yields from the barrows. The open gilts slaughtered at the age these were had little if any mammary gland development and only occasionally were black seeds exposed. It must be remembered that barrows occasionally cut black seeds. According to the opinion of pork men, gilt bellies are fatter than barrow bellies, and this if true would partly offset any great difference in yield.

### Yielded Heavier Bellies.

The barrows yielded heavier bellies six years out of the eight, while in two years the gilts produced heavier bellies. Two out of the eight years the difference was significant. The average difference in yield of the entire population is only 0.23 per cent with chances of 15 to 1 that the barrows would yield larger bacon bellies. There is no indication of more trimming or fatness of gilt bellies.

### Hog Loss Insurance

Do you work out a "Short Form Hog Test" every day?

Or do you make the mistake of thinking that once a month or once in two months is sufficient to find out where you stand?

You are operating on paper profits now. How long can you stand this?

Your paper profits may disappear over night. Then your loss is double.

Your insurance against loss is a dollar-and-cents profit every day you kill hogs.

Work out your "Short Form Hog Test" every day, and see if you are making or losing money.

## PACKERS COMMISSION CO.

FORTY-SECOND FLOOR :: BOARD OF TRADE BLDG.  
EXCLUSIVE PACKERS REPRESENTATIVES  
PACKING HOUSE PRODUCTS  
CHICAGO

SPECIALIZING IN—DRESSED HOGS—FROM THE CORN BELT  
CROSS AND KELLY CODES :: LONG DISTANCE PHONE WEBSTER 3113





# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY  
MARKET SERVICE

## CASH PRICES.

Based on actual carlot trading Thursday,  
October 29, 1931.

## REGULAR HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
8-10 .....	10%	13%	14%
10-12 .....	9%	13	14
12-14 .....	8%	12%	13%
14-16 .....	9	12%	13%
10-16 range .....	8%		

## BOILING HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
16-18 .....	9%	12	12%
18-20 .....	9%	12	12%
20-22 .....	9%	11%	12
16-22 range .....	9%		

## SKINNED HAMS.

	Green. Standard.	Sweet Pickled. Standard.	Fancy.
10-12 .....	11	14	15
12-14 .....	10%	13%	14%
14-16 .....	10%	13%	14%
16-18 .....	10%	13%	14%
18-20 .....	10%	11%	11%
20-22 .....	8	9%	11%
22-24 .....	7%	9%	
24-26 .....	7%	9	
26-30 .....	7%	8%	
30-35 .....	7%	8%	

## PICNICS.

	Green. Standard.	Sweet Pickled. Standard.	Sh. Shank.
4-6 .....	7%	8%	9%
6-8 .....	7%	8%	9%
8-10 .....	7%	7%	8%
10-12 .....	6%	7	7%
12-14 .....	6%	7	7%

## BELLIES.

	Green. Sq. Sells.	Cured. S.P.	Dry. Cured.
6-8 .....	8%	9%	10
8-10 .....	8%	9%	10
10-12 .....	8%	9%	10
12-14 .....	8%	9%	10
14-16 .....	8%	9%	9%
16-18 .....	8%	9%	9%

## D. S. BELLIES.

	Clear.	Fancy.	Rib.
14-16 .....		9%	
16-18 .....	8%	9%	
18-20 .....	8	9%	
20-25 .....	7%	8%	7%
25-30 .....	7%	8%	7%
30-35 .....	7%		7%
35-40 .....	7%		7%
40-50 .....	7		7%
50-60 .....	7		7

## D. S. FAT BACKS.

	Standard.	Export Trim.
8-10 .....	7%	8
10-12 .....	7%	8%
12-14 .....	8	8%
14-16 .....	8%	8%
16-18 .....	8%	8%
18-20 .....	8%	8%
20-25 .....	9	9%

## OTHER D. S. MEATS.

Extra short clears.....	35-45	7%
Extra short ribs.....	35-45	7%
Regular plates.....	6-8	6%
Clear plates.....	4-6	6%
Jowl butts.....		6%
Green square jowls.....		7
Green rough jowls.....		6%

## FUTURE PRICES.

SATURDAY, OCTOBER 24, 1931.

	Open.	High.	Low.	Close.
LARD—				
Oct. ....	7.57½			7.87½
Nov. ....	7.50	7.50	7.47½	7.47½ax
Dec. ....	6.50	6.50	6.42½	6.42½ax
Jan. ....	6.17½			6.17½
CLEAR BELLIES—				
Oct. ....	7.45			7.45

MONDAY, OCTOBER 26, 1931.

LARD—				
Oct. ....	7.75	7.75	7.70	7.70
Nov. ....	7.25	7.25	7.17½	7.17½b
Dec. ....	6.25	6.25	6.15	6.20
Jan. ....	6.00	6.00	5.97½	6.00-b
CLEAR BELLIES—				
Oct. ....				7.40ax

TUESDAY, OCTOBER 27, 1931.

LARD—				
Oct. ....	7.60-52½	7.70	7.52½	7.70
Nov. ....	7.00	7.20	7.00	7.17½
Dec. ....	6.00-6.05	6.17½	6.00	6.12½b
Jan. ....	5.87½	6.00	5.87½	5.95-b
May ....	6.10			6.10
CLEAR BELLIES—				
Oct. ....				7.40ax

WEDNESDAY, OCTOBER 28, 1931.

LARD—				
Oct. ....	7.72½	7.75	7.72½	7.75ax
Nov. ....	7.17½	7.17½	7.10	7.15ax
Dec. ....	6.20			6.20
Jan. ....	6.00	6.07½	5.97½	6.07½
May ....				6.17½b
CLEAR BELLIES—				
Oct. ....				7.37½ax

THURSDAY, OCTOBER 29, 1931.

LARD—				
Oct. ....	7.72½	7.85	7.70	7.82½-85
Nov. ....	7.15	7.15	6.95	6.95ax
Dec. ....	6.22½	6.22½	6.15	6.15-ax
Jan. ....	6.02½	6.02½	6.00	6.00
May ....				6.15n
CLEAR BELLIES—				
Oct. ....				7.30ax

FRIDAY, OCTOBER 30, 1931.

LARD—				
Oct. ....	7.85-90	8.32½	7.85	8.32½
Nov. ....	6.85	7.00	6.85	7.00ax
Dec. ....	6.10	6.15	6.07½	6.15b
Jan. ....	5.97½	6.00	5.95	6.00b
May ....				6.15b
CLEAR BELLIES—				
Oct. ....				7.15ax

Key: ax, asked; b, bid; n, nominal; —, split.

## INSTRUMENT EXPERT.

R. D. Bean, formerly manager of the engineering development department of the Brown Instrument Company, Philadelphia, has been made chief engineer of that company.

## ANIMAL OILS.

Prime edible lard oil.....	@10%
Headlight burning oil.....	@ 8
Prime winter strained.....	@ 7½
Extra winter strained.....	@ 7
Extra lard oil.....	@ 7
Extra No. 1.....	@ 6½
No. 1 lard.....	@ 6½
No. 2 lard.....	@ 6
Acidless tallow oil.....	@ 8
20 D. C. T. neatfoot.....	@13½
Pure neatfoot oil.....	@ 9
Special neatfoot oil.....	@ 7½
Extra neatfoot oil.....	@ 7
No. 1 neatfoot oil.....	@ 6½
Oil weighs 7½ lbs. per gallon. Barrels contain about 50 gals. each. Prices are for oil in barrels.	

## COOPERAGE.

Ash pork barrels, black iron hoops..	\$1.37½ @1.40
Oak pork barrels, black iron hoops..	1.45 @1.47½
Ash pork barrels, galv. iron hoops..	1.37½ @1.60
White oak ham tierces.....	2.40 @2.45
Red oak lard tierces.....	1.87½ @1.90
White oak lard tierces.....	2.07½ @2.10

## CHICAGO RETAIL MEATS

## Beef.

	Week ended Oct. 28, '31.	Cor. wk., 1930
No. No. No.	No. No. No.	No. No. No.
1. 2. 3.	1. 2. 3.	1. 2. 3.
Rib roast, hvy. end.....	28 16 30	27 16 1
Rib roast, lt. end.....	30 28 18	40 30 2
Chuck roast.....	30 20 12	25 21 1
Steaks, round.....	38 38 18	42 38 30
Steaks, sirloin cut.....	30 30 20	40 35 30
Steaks, porterhouse.....	45 40 20	50 40 2
Steaks, flank.....	23 24 16	25 24 14
Beef stew, chuck.....	15 14 10	24 20 14
Corn briskets, bonedless.....	22 21 12	32 28 13
Corned plates.....	9 9 6	20 18 10
Corned rumps, bms.....	22 22 15	25 22 11

## Lamb.

	Good.	Com.	Good.	Com.
Hindquarters.....	23 10 26	15		
Legs.....	24 12 26	15		
Stews.....	10 8 15	10		
Chops, shoulders.....	20 16 20	20		
Chops, rib and loin.....	30 20 40	20		

## Mutton.

Legs.....	16	24	
Stew.....	8	14	
Shoulders.....	12	16	
Chops, rib and loin.....	20	35	

## Pork.

Loins, 8@10 av.....	16 @18	24 @26
Loins, 10@12 av.....	16 @18	24 @26
Loins, 12@14 av.....	15 @18	24 @26
Loins, 14 and over.....	14 @15	21 @22
Chops.....	20 @22	26 @26
Shoulders.....	10 @12	18 @20
Butts.....	12 @15	20 @24
Spareribs.....	10 @12	16 @18
Hocks.....	10 @10	12 @12
Leaf lard, raw.....	@ 9	@12½

## Veal.

Hindquarters.....	24 @26	28 @30
Forequarters.....	12 @14	14 @16
Legs.....	25 @26	28 @30
Breasts.....	15 @16	16 @22
Shoulders.....	14 @16	20 @22
Cutlets.....	@40	@50
Rib and loin chops.....	@58	

## Butchers' Offal.

Suet.....	@ 1	@ 4
Shop fat.....	@ ¾	@ ¾
Bone, per 100 lbs.....	@10	@10
Calf skins.....	@ 7	@16
Kips.....	@ 7	@11
Descans.....	@ 7	@12

## CURING MATERIALS.

	Bbls.	Each.
Nitrite of soda, 1 c. l. Chicago.....	10%	
Salt peter, 25 bbl. lots, f.o.b. N. Y.:		
Dbl. refined granulated.....	64	1
Small crystals.....	14	7½
Medium crystals.....	14	7½
Large crystals.....	8	8½
Bbl. refd. gran. nitrate of soda.....	8%	8½
Less than 25 bbl. lots, ¼c more.		
Salt—		
Granulated, carlots, per ton, f.o.b. Chicago.....	10.00	
Syrup testing, 63 to 65 combined sucrose and invert, New York.....	6.25	
Medium, carlots, per ton, f.o.b. Chicago.....	1.10	
Rock, carlots, per ton, f.o.b. Chicago.....	1.10	
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.....	61.50	
Second sugar, 90 basis.....	5.00	
Standard gran. f.o.b. refiners (2%).....	6.10	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.....	61.50	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.....	61.50	

## SPICES.

(These prices are basis f.o.b. Chicago.)

	Whole.	Ground.
Allspice.....	7	12
Cinnamon.....	20	24
Coriander.....	5	7
Ginger.....	25	25
Mace.....	45	45
Nutmeg.....	15	15
Pepper, black.....	15	15
Pepper, Cayenne.....	15	15
Pepper, red.....	20	20
Pepper, white.....	16	16

## PURE VINEGARS

A. P. CALLAHAN &amp; COMPANY

1407 SOUTH LA SALLE STREET

CHICAGO, ILL.

ask for a 1-in. steak and when we start to measure it off, they say, 'Oh, that is too thick.' Then in a joking way, we actually measure the meat with a small ruler which each of us keeps in our pocket. This proves the point, but it is necessary to maintain a joking attitude here for people do not like to be told they are wrong.

#### Gives No Advice on Cooking.

"Of course, this is only done when we think the customer really wants the entire inch of steak, but simply does not know the inch when he sees it. Others say inch, when they mean a much thinner steak. Thus it is well to try to know the customer's likes and dislikes along this line.

"We do not give advice about cooking for we think that only by experimenting with the cooking of meats, providing the meat in of the best quality to start with, can a housewife suit her individual taste.

"Just so are we always learning something about the cutting of meats, ways to cut them a little different and obtain a better looking piece. And so we like our customers to come in and see these new things we are learning, for their own benefit and ours. They will buy, too, when they see—for nothing is prettier than a well cut piece of meat!"

#### BAD ACCOUNTS ANALYZED.

An analysis of the accounts charged off to profit and loss in 1930 by 54 stores in a southwestern city reveals that of the 1,768 accounts charged off, 66.4 per cent were accounts of men, while 33.6 per cent were accounts of women; and 62.1 per cent were married while 37.9 per cent were single. This is a preliminary report of a study being conducted by the Bureau of Business Research of the University of Texas.

The total amount charged off to profit and loss for the entire 1,768 accounts amounted to \$46,687, an average of \$26.40 per account. The average income of each of the accounts for all occupations was \$112.25 per month. The average number of open and installment accounts that each customer enjoyed was four. Forty-three and eight-tenths per cent of the accounts charged off to profit and loss were incurred in 1930, 35.8 per cent incurred in 1929, while the remaining 20.4 per cent were incurred from 1921 to 1928.

The percentage of these 1,768 accounts charged off for each reason was given by the merchants as follows: 40.4 dead beats (accounts which could be located but could give no sound explanation for failure to pay up); 20.5 skips (accounts which could not be located); 9.6 unemployed; 9.0 temporary financial difficulties; 4 store failed to properly limit the accounts; 3.6 sickness; 2.7 accounts were disputed; 2.0 accounts were opened with insufficient information; 1.6 charges slipped through without proper authority; 1.2 crop failure; 1.2 domestic trouble; 1.1 fraudulent buying; 1.1 bankruptcy; 1.0 accounts were opened despite bad record, and 1.0 deaths.

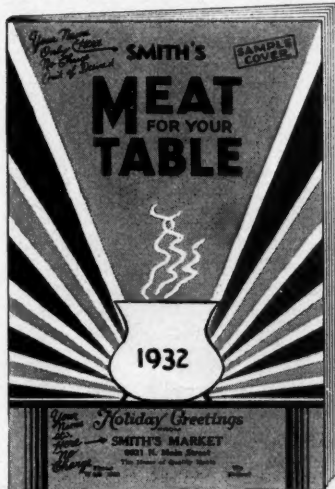
#### NEW MEAT RECIPE BOOK.

A new combination meat recipe book and 1932 calendar is now ready for retailers who want to give it out to their customers as a Christmas greeting.

It is available in quantity at actual cost of production, says the National Live Stock and Meat Board, which annually publishes a new meat recipe book as a service to the retail meat trade of the United States. The Board is a non-profit organization representing the entire industry and is working for the best interests of all concerned. This explains why the books are available at cost.

The 1932 calendar printed in colors on the back of the cover is a feature of this year's book. Another feature is the provision made for imprinting the retailer's name in two places on the front cover, instead of one, as in the past.

The title of the book is "MEAT FOR YOUR TABLE." Smith's market orders a quantity and wishes them imprinted. The name "Smith's" will be inserted above the title of the book in type which matches that used in the title.



#### CHRISTMAS BOOK FOR CUSTOMERS.

So, instead of a general title, it is now "SMITH'S MEAT FOR YOUR TABLE." Housewives receiving a copy will think of it as Smith's.

The new cook book measures 5½x8 inches in size and has 32 pages. It contains 110 new and practical recipes for beef, veal, pork and lamb dishes, and gives instruction in the proper application of the different cooking methods to the different cuts of meat. This information is especially valuable to the housewife because it is right up to the minute. A great deal of experimental work on meat cookery has been conducted in recent years by the government and agricultural colleges and the results are considered in this book.

The durable cover is of attractive modern design and is printed in pleasing colors. The new low price at which it is available is \$4.95 per 100 in any quantity of 100 or more. There is no additional charge for imprinting. Shipping charges will be prepaid anywhere in the United States.

John T. Russell, who represents the retailers of America on the National

Live Stock and Meat Board, is vitally interested in this service which the Board renders annually. It is his opinion, and that of thousands of others who write to the Board, that meat recipe books make the ideal Christmas gift for retailers to hand out to their customers; that the books are effective and economical advertising.

To avoid the last minute Christmas rush the Board suggests that orders be placed as soon as possible. Books will be shipped within a few days after the order is received. Full information regarding the meat recipe book and calendar offer may be secured by addressing the National Live Stock and Meat Board, or THE NATIONAL PROVISIONER, both at 407 S. Dearborn St., Chicago. A sample will be sent on request.

#### NEWS OF THE RETAILERS.

Bestervelt's has succeeded to the business of the Rood Market at 765 Oakland Drive, Kalamazoo, Mich.

K. Shapiro, Inc., 1531 Winder st., Detroit, Mich., has been chartered to engage in the meat business, with a capital of \$750,000.

John Niemi has opened a meat market in the McKiel building, Clatskanie, Wash.

G. E. Davis has engaged in the meat business at 1191 Hawthorne ave., Portland, Ore.

Peter S. Peterson has opened a meat market at 517 Williams st., Portland, Ore.

C. E. Roaney has sold his meat market, Stall No. 1, Home Market, Bellingham, Wash., to Ryan C. Stangle.

Henry Hempler is manager of the meat department of the Oakes Market, Hewitt & Oakes aves., Everett, Wash.

E. R. Pech and E. L. Daley, Medford, Ore., have sold their Liberty Meat Market to Safeway Stores.

The Cut Rate Meat Company, Inc., Portland, Ore., has been chartered by Elmer G. Bennett and others.

F. D. Petersen is reported to have purchased the meat business at 4516 Meridian ave., Seattle, Wash., from David Carlson.

Amos Weaver has opened the Sanitary Market at Medford, Ore.

Leo G. Barth plans to open a meat market at Marysville, Wash.

The Streittmacher Meat Market, Glen Ullin, N. D., was destroyed in a recent fire.

Enloe's Meat Market, Saline, La., was destroyed in a recent fire in this city.

O. M. Belding and Gede Hoselton have opened a meat market at Corn- ing, Ia.

E. E. Richards and Herbert Richards bought the meat business of the Morris Department store, West Liberty, Ia.

G. E. Mann, Scottsburg, Neb., has opened a grocery and meat market.

W. J. Lenertz, Ashland, Wis., has opened the Stop and Shop market at 316 West Second st.

Albert J. Koenig, Marshfield, Wis., has opened a grocery and meat market at 821 South Central ave.

M. W. Moseman and O. E. Spears, Terre Haute, Ind., have opened the Idaho Market. Charles Stody is in charge of the meat department.



# New York Section

## AMONG RETAIL MEAT DEALERS.

State Association president David Van Gelder and the many branches in the Metropolitan area are endeavoring to cooperate with local packers in an effort to have the various committees appointed for the relief of the unemployed during the coming winter to include meat and meat products in the supplies that are furnished the unfortunate. Meat being a basic and essential food product, every effort is being put forth to see that the unemployed are well supplied, to the end that the general health of the public will not be impaired during the period when resistance to illness is at the low ebb.

Ladies Night of the Bronx Branch last Sunday evening, although larger than usual, was nevertheless a large family party. There were many visitors as well as representatives of various branches. Liquid refreshments were enjoyed all evening and at 10:00 p. m. supper was served. Business Manager Fred Hirsch was toastmaster and the following were called upon: State President David Van Gelder, president Washington Heights Branch, Frank Kunkel, president Bronx Branch, E. Ritzman, president Ladies' Auxiliary, Mrs. A. Werner, jr., Mrs. Charles Hembdt, Miss M. B. Phillips and attorney A. Aarons. Other visitors noted were Mrs. Frank P. Burck, Mr. and Mrs. A. Di Matteo, Mr. and Mrs. Oscar Schaefer, Mr. and Mrs. George Anselm, Mr. and Mrs. Otto Vogt. The Esposito family had their usual table. Mr. and Mrs. Arthur Hirsch, the newly-weds, were there also.

Oscar Schaefer, a member of Ye Olde New York Branch, was given a surprise card party October 23 by Mrs. Schaefer. The occasion was Mr. Schaefer's birthday.

Mrs. Gus Fernquist, one of the active Jamaica members of the Ladies' Auxiliary, celebrated a birthday on October 23.

## NEW CALFSKIN RULING.

Notice has been served on all producers of hides and skins in the United States that the Calfskin Tanners' Association of America has agreed, when buying calfskins and kipskins, to do so only in accordance with the market classifications of the U. S. Department of Agriculture as adopted in January, 1931. One of these classifications covers the wholesale and retail meat dealers and packers in New York and vicinity and requires that all calfskins and kipskins offered for sale must have the tailbones removed, otherwise the skins will not be considered marketable and will not be accepted as standard by the tanner. This ruling has been adopted as a conservative measure, as tailbones left in the skins create a bacterial action which is destructive to the skins and results in the production of inferior quality leathers. On and after Nov. 1, 1931, all calfskins and kipskins must have the tailbones removed, and this measure will be strictly enforced by the New York Butchers' Calfskin Association.

## GEORGE EDWARDS RETIRES.

When he retired as district manager of Swift & Company's New York territory on September 30 George J. Edwards had completed 45 years of service. His parting memento was a booklet signed by 900 Swift men who had worked under him, and who loved him. "No man ever had more loyal support from those working under him," said one. And the same feeling extended in a measure throughout the trade, which always found him a fair and square competitor.

George J. Edwards was born October 4, 1866, at Richmond, Vt., and as a boy worked for his father, helping take care of livestock, slaughtering for his father's retail market, and working in the market. This was the beginning of his connection with the meat packing industry. Early in May, 1886, he went to Chicago and secured a job on the killing floor at Swift's plant, and



## FORTY-FIVE YEARS IN HARNESS.

When George J. Edwards retired as New York district manager for Swift & Company he left every tradesman and employee his friend.

later in the sheep pens, driving and grading under his father, A. B. Edwards, who had also come West and secured a position as sheep buyer.

In the spring of 1887 he went to North Park, Colo., where he stayed for three cattle round-ups, returning in the same year with two trainloads of cattle from the ranch. In Chicago again he worked in the sheep and calf divisions, and after a period of service at the South Water Street Market, he was made manager of the market. He was transferred to New York City in 1900, and about a year later was made district manager in charge of the New York territory, which position he held until his retirement.

In this long period there have been many high-lights when Mr. Edwards' ability was convincingly demonstrated. In 1915, or thereabouts, Gen. Puyal, commander-in-chief of the Cuban army,

visited New York to arrange for the purchase of supplies for his troops. Mr. Edwards secured this business and performed so satisfactorily that Gen. Puyal was presently entrusting him with purchasing almost all the supplies for the Cuban army, including automobile trucks, hay and similar supplies in no way related to packing-house products.

When the World War broke out Mr. Edwards was given charge of selling to the New York representatives of the foreign governments. He sold Gen. Pagani, Italy, six boat loads of frozen beef, 10,000 cases of corned beef and large quantities of fat backs and other provisions. Capt. Escaro, representing France, was sold 22,000,000 lbs. of fat backs at one sale. After the United States entered the war buying for the Allies was handled by J. P. Morgan & Company, and Mr. Edwards was associated with Messrs. Stettinius, Weems and French, of the Morgan office. These gentlemen were quick to recognize Mr. Edwards' expert knowledge of packinghouse products, and depended to a large extent on him for information.

The Swift employee dinners famous for so many years in New York territory originated in a testimonial dinner given to Mr. Edwards by Swift employees many years ago, as a spontaneous expression of their appreciation of his leadership.

His successor in charge of the New York territory is Thos. E. Ray, for many years one of his lieutenants in this territory, and who seems to possess the qualities which made his former chief an able executive and a well-liked trade associate.

## WASHINGTON MEAT MAN DIES.

William J. Keane, member of the T. T. Keane Co., Inc., wholesale meat dealers and former packers of Washington, D. C., died in a Washington hospital on October 22 at the age of 47 years. He was a native of Washington, and his firm had been an institution in the meat trade of that city for several generations.

## PHILADELPHIA MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under city and federal inspection at Philadelphia for the week ended October 24, 1931:

West. drsd. meats:	Week ended Oct. 24.	Prev. week.	Cor. week. 1930.
Steers, carcasses .....	2,322	2,590	2,320
Cows, carcasses .....	875	804	844
Bulls, carcasses .....	275	444	323
Veals, carcasses .....	1,384	1,339	1,362
Lambs, carcasses .....	15,312	17,879	14,550
Mutton, carcasses .....	944	1,363	771
Pork, lbs. ....	505,200	442,108	422,525
Local slaughters:			
Cattle .....	1,820	1,820	1,960
Calves .....	2,691	2,390	2,190
Hogs .....	17,465	18,004	18,820
Sheep .....	8,452	7,474	7,854

## BOSTON MEAT SUPPLIES.

Receipts of Western dressed meats at Boston week ended Oct. 24, 1931, with comparisons:

West. drsd. meats:	Week ended Oct. 24.	Prev. week.	Cor. week. 1930.
Steers, carcasses .....	2,740	2,674	2,523
Cows, carcasses .....	1,816	1,750	1,621
Bulls, carcasses .....	21	22	25
Veals, carcasses .....	1,472	1,281	1,739
Lambs, carcasses .....	26,042	21,889	23,041
Mutton, carcasses .....	1,191	1,206	612
Pork, lbs. ....	244,225	302,974	609,177



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## ALL GREEN—BLANCHED

Transform your regular meat products into high-class specialties by using ZENOBIA ALL GREEN BLANCHED PISTACHIO NUTS. They are entirely blanched, always delightfully fresh, ready for immediate use, and very moderately priced. Write today for formula, price and sample.

ZENOBIA CO., INC.

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## NEW YORK NEWS NOTES.

Thos. H. Nash, vice president, Cleveland Provision Co., Cleveland, Ohio, visited New York during the past week.

Visitors to Swift & Company, New York, during the past week included Vice President J. P. Spang, jr., and H. C. Stanton, head of the specialty sales department, Chicago.

F. L. Faulkner, automotive department, and R. D. McManus, public relations department, Armour and Company, Chicago, spent a few days in New York during the past week.

Sam Morris, beef department, and A. V. Lynch, refinery department, Cockran, Hill & Co., Baltimore, Md., spent a few days in New York during the past week.

F. J. Myers, of the bookkeeping department, Louis Meyer branch of Stahl-Meyer, Inc., has been transferred to the F. A. Ferris branch as office manager, to succeed E. C. Magnusson, resigned. Mr. Myers has been with the company nearly eighteen years and is highly regarded.

Meat, fish, poultry and game seized and destroyed in the City of New York by the Health Department during the week ended Oct. 24, 1931, were as follows: Meat.—Brooklyn, 12 lbs.; Manhattan, 242 lbs.; Bronx, 590 lbs.; Queens, 58 lbs. Total, 902 lbs. Poultry and Game.—Brooklyn, 4 lbs.; Manhattan, 791 lbs. Total, 795 lbs.

O. Andresen, New York representative for the Columbus Packing Company, Columbus, Ohio, with offices at 410 West 14th st., passed away Oct. 24

at the Newark hospital following an intestinal operation the previous day. Mr. Andresen had been associated with Columbus Packing Company for nearly four years and previous to that connection had been with the Hygrade Food Products Corporation. W. E. Schenk, vice president of Columbus Packing Company, and the New York office staff, including M. C. Brand,

Henry Strauss and Miss Mary Graffel, attended the funeral. Mr. Andresen is survived by his widow, two sons and a daughter.

## WHEN YOU WANT A GOOD MAN.

When in need of expert packinghouse workers watch the classified pages of THE NATIONAL PROVISIONER.

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats quoted by the U. S. Bureau of Agricultural Economics at Chicago and Eastern markets on Oct. 29, 1931:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>YEARLINGS: (1) (300-550 lbs.):</b>				
Choice	\$16.00@17.00		\$16.50@17.50	
Good	13.00@16.00		15.50@16.50	
Medium	10.00@13.00			
<b>STEERS (550-700 lbs.):</b>				
Choice	14.50@16.00		16.50@17.50	15.00@16.50
Good	13.00@14.50		14.50@16.50	13.00@15.00
<b>STEERS (700 lbs. up):</b>				
Choice	14.00@16.00	16.00@17.00	16.00@17.00	15.00@16.00
Good	12.00@14.00	11.50@14.50	13.00@16.00	13.00@15.00
<b>STEERS (500 lbs. up):</b>				
Medium	8.00@11.00	9.50@11.50	8.50@13.00	9.50@12.00
Common	6.50@ 8.00	8.00@ 9.00	7.00@ 8.50	7.00@ 9.50
<b>COWS:</b>				
Good	8.00@10.00	8.50@ 9.00	9.00@ 9.50	9.00@10.00
Medium	7.00@ 8.00	7.50@ 8.50	8.00@ 9.00	7.50@ 8.50
Common	5.50@ 7.00	7.00@ 7.50	7.00@ 8.00	6.50@ 7.50
<b>Fresh Veal and Calf Carcasses:</b>				
<b>VEAL (2):</b>				
Choice	12.00@13.00	12.00@13.00	12.00@14.00	13.00@14.00
Good	10.00@12.00	10.00@12.00	11.00@12.00	10.00@12.00
Medium	8.00@10.00	8.00@10.00	10.00@11.00	9.00@10.00
Common	7.00@ 8.00	6.00@ 8.00	9.00@10.00	7.00@ 8.00
<b>CALF (2) (3):</b>				
Choice			9.00@10.00	10.00@11.00
Good	8.00@ 9.00	8.00@ 9.00	8.00@10.00	8.00@10.00
Medium	7.00@ 8.00	6.00@ 8.00	7.00@ 8.00	7.00@ 8.00
Common	6.00@ 7.00	5.00@ 6.00	5.00@ 7.00	6.00@ 7.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (38 lbs. down):</b>				
Choice	12.00@14.00	12.00@13.00	13.00@14.00	13.00@14.00
Good	11.00@12.50	10.00@12.00	12.00@13.00	12.00@13.00
Medium	11.00@12.00	8.00@10.00	11.00@12.00	11.00@12.00
Common	9.00@11.00	7.00@ 8.00	10.00@11.00	10.00@11.00
<b>LAMB (39-45 lbs.):</b>				
Choice	12.00@14.00	12.00@13.00	13.00@14.00	13.00@14.00
Good	11.00@12.50	10.00@12.00	12.00@13.00	12.00@13.00
Medium	11.00@12.00	8.00@10.00	11.00@12.00	11.00@12.00
Common	9.00@11.00	7.00@ 8.00	10.00@11.00	10.00@11.00
<b>LAMB (46-55 lbs.):</b>				
Choice	11.00@12.00	11.00@12.00	12.00@13.00	12.00@13.00
Good	10.00@11.00	10.00@11.00	11.00@12.00	11.00@12.00
<b>MUTTON (Elwe) 70 lbs. down:</b>				
Good	7.00@ 9.00	6.00@ 7.00	7.00@ 8.00	6.00@ 7.00
Medium	5.00@ 7.00	4.00@ 6.00	5.00@ 7.00	5.00@ 6.00
Common	4.00@ 6.00	3.00@ 4.00	4.00@ 5.00	4.00@ 5.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lbs. av.	11.00@13.50	13.50@14.50	11.00@13.00	12.00@14.00
10-12 lbs. av.	11.50@13.00	13.50@14.50	11.00@12.00	12.00@14.00
12-15 lbs. av.	10.50@12.50	13.00@14.00	10.00@12.00	11.00@13.00
16-22 lbs. av.	9.00@10.50	11.50@13.00	9.00@11.00	11.00@12.00
<b>SHOULDERS, N. Y. Style, Skinned:</b>				
8-12 lbs. av.	8.50@10.00		10.00@11.00	10.00@12.00
<b>PICNICS:</b>				
6-8 lbs. av.		10.00@11.00		10.00@11.00
<b>BUTTS, Boston Style:</b>				
4-8 lbs. av.	10.00@12.00		12.00@14.00	12.00@13.00
<b>SPARE RIBS:</b>				
Half Sheets	8.00@10.00			
<b>TRIMMINGS:</b>				
Regular	5.50@ 6.00			
Lean	8.50@10.00			

(1) Includes heifer yearlings 450 pounds down at Chicago. (2) Includes "skins on" at New York and Chicago. (3) Includes sides at Boston and Philadelphia.

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Experts on Display Containers, Cartons, Etc. Also makers of the "Champion" Shipping Containers.

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## NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, medium	6.00@ 7.50
Cows, common to medium	3.00@ 4.50
Bulls, light to medium	3.25@ 4.75

## LIVE CALVES.

Vealers, good to choice	8.00@10.00
Vealers, medium	5.50@ 8.00

## LIVE LAMBS.

Lambs, good to choice	6.50@ 7.00
Lambs, medium	5.00@ 6.50
Lambs, common	4.00@ 5.00

## LIVE HOGS.

Hogs, 140-160 lbs.	6.00@ 6.15
Hogs, 175 lbs.	@ 6.25
Hogs, 210-300 lbs.	6.25@ 6.50

## DRESSED HOGS.

Hogs, heavy	@ 10.50
Hogs, 180 lbs.	@ 8.50
Pigs, 80 lbs.	@ 9.00
Pigs, 80-140 lbs.	@ 10.75

## DRESSED BEEF.

## CITY DRESSED.

Choice, native, heavy	18 @ 19
Choice, native, light	18 @ 19
Native, common to fair	16 @ 17

## WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	17 @ 18
Native choice yearlings, 440@600 lbs.	18 @ 19
Good to choice heifers	16 @ 17
Good to choice cows	14 @ 15
Common to fair cows	10 @ 11
Fresh boogma bulls	7½ @ 8½

## BEEF CUTS.

	Western.	City.
No. 1 ribs	22 @ 24	24 @ 26
No. 2 ribs	19 @ 21	21 @ 23
No. 3 ribs	18 @ 19	18 @ 20
No. 1 loins	28 @ 32	30 @ 32
No. 2 loins	24 @ 26	26 @ 28
No. 3 loins	20 @ 22	22 @ 24
No. 1 hinds and ribs	15 @ 17	15 @ 17
No. 2 hinds and ribs	14 @ 16	14 @ 16
No. 3 hinds and ribs	14 @ 16	14 @ 16
No. 1 rounds	15 @ 16	15 @ 16½
No. 2 rounds	14 @ 15	14 @ 15
No. 3 rounds	13 @ 14	12 @ 13
No. 1 chucks	13 @ 14	14 @ 15
No. 2 chucks	13 @ 14	13 @ 14
No. 3 chucks	10 @ 12	11 @ 12
Bologna	7½ @ 8½	8 @ 9
Rolls, reg., 6@8 lbs. avg.	22 @ 23	22 @ 23
Rolls, reg., 4@6 lbs. avg.	17 @ 18	17 @ 18
Tenderloins, 4@6 lbs. avg.	50 @ 60	50 @ 60
Tenderloins, 5@6 lbs. avg.	50 @ 60	50 @ 60
Shoulder clods	11 @ 12	11 @ 12

## DRESSED VEAL.

Choice	17 @ 19
Good	15 @ 16
Medium	12 @ 14
Common	9 @ 11

## DRESSED SHEEP AND LAMBS.

Lambs, choice	18 @ 17
Lamb, good	14 @ 16
Sheep, good	6 @ 8
Sheep, medium	5 @ 7

## FRESH PORK CUTS.

Tork loins, fresh, Western, 10@12 lbs.	15 @ 16
Pork tenderloins, fresh	40 @ 45
Pork tenderloins, frozen	35 @ 40
Shoulders, city, 10@12 lbs. avg.	14 @ 16
Shoulders, Western, 10@12 lbs. avg.	11 @ 12
Butts, boneless, Western	16 @ 17
Butts, regular, Western	13 @ 14
Hams, Western, fresh, 10@12 lbs. av.	14 @ 15
Hams, city, fresh, 6@10 lbs. av.	13 @ 20
Picnic hams, Western, fresh, 6@8 lbs. average	9 @ 10
Pork trimmings, extra lean	16 @ 17
Pork trimmings, regular 50% lean	9 @ 11
Spare ribs, fresh	13 @ 14

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	20½ @ 22
Hams, 10@12 lbs. avg.	20 @ 21½
Hams, 12@14 lbs. avg.	18½ @ 20½
Picnics, 4@6 lbs. avg.	14 @ 15
Picnics, 6@8 lbs. avg.	13 @ 14
Rolettes, 8@10 lbs. avg.	14½ @ 15½
Beef tongue, light	22 @ 24
Beef tongue, heavy	24 @ 27
Bacon, boneless, Western	23 @ 27
Bacon, boneless, city	22 @ 26
City pickled bellies, 8@10 lbs. avg.	14 @ 16

## FANCY MEATS.

Fresh steer tongues, untrimmed	18c a pound
Fresh steer tongues, 1 c. trim'd	35c a pound
Sweetbreads, beef	25c a pound
Sweetbreads, veal	90c a pair
Beef kidneys	15c a pound
Mutton kidneys	10c each
Livers, beef	41c a pound
Oxtails	15c a pound
Beef hanging tenders	20c a pound
Lamb fries	10c a pair

## BUTCHERS' FAT.

Shop fat	@ .30 per cwt.
Breast fat	@ .60 per cwt.
Edible suet	@ .01½ per lb.
Cond. suet	@ .35 per cwt.

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 veals	.6	.85	.90	.95	1.35
Prime No. 2 veals	.4	.65	.65	.70	1.10
Buttermilk No. 1	.2	.50	.50	.60	...
Buttermilk No. 2	.1	.35	.40	.45	...
Branded grubby	.1	.20	.25	.30	.40
Number 3	.1	.15	.20	.25	.35

## BUTTER.

Creamery, extra (92 score)	@ 22½
Creamery, firsts (88 to 90 score)	28 @ 29
Creamery, seconds (84 to 87 score)	26½ @ 27½
Creamery, lower grades	25½ @ 26

## EGGS.

## (Mixed Colors.)

Extra, dozen	29 @ 32
Extra, firsts, dozen	24 @ 27½
Firsts	22 @ 23½
Checks	15½ @ 16½

## LIVE POULTRY.

Fowls, colored, via express	@ 21
Fowls, Leghorn, via express	@ 18

## DRESSED POULTRY.

## FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:	
Western, 60 to 65 lbs. to dozen, lb.	22 @ 25
Western, 48 to 54 lbs. to dozen, lb.	18 @ 21
Western, 43 to 47 lbs. to dozen, lb.	17 @ 19
Western, 36 to 42 lbs. to dozen, lb.	16 @ 18
Western, 30 to 35 lbs. to dozen, lb.	15 @ 17

Fowls—fresh—dry pkd.—12 to box—prime to fcy:	
Western, 60 to 65 lbs. to dozen, lb.	26 @ 28
Western, 48 to 54 lbs. to dozen, lb.	22 @ 23
Western, 43 to 47 lbs. to dozen, lb.	20 @ 21
Western, 36 to 42 lbs. to dozen, lb.	19 @ 20
Western, 30 to 35 lbs. to dozen, lb.	18 @ 19

Chickens, fresh, 12 to box, prime to fancy:	
Western, under 17 lbs. to dozen, lb.	28 @ 30

Ducks—	
Long Island, spring	@ 18

Squabs—	
White, ungraded, per lb.	30 @ 35

Turkeys, fresh—dry pkd.:	
Young toms, choice	34 @ 40
Young hens, choice	34 @ 40

Fowls, frozen—dry pkd.—12 to box—prime to fcy.:	
Western, 60 to 65 lbs., per lb.	25 @ 26
Western, 48 to 54 lbs., per lb.	21 @ 22
Western, 43 to 47 lbs., per lb.	19 @ 20

## BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia, week ended October 22, 1931:

	Oct. 16	17	19	20	21	22
Chicago	34¼	34¼	34¼	32½	31	31½
New York	35¼	35¼	35¼	33	33	32½
Boston	36	36	35½	35	33½	33¾
Phila.	36½	36½	36½	36	34	33½

Wholesale price carlots—fresh centralized butter—90 score at Chicago:

	33½	33½	31½	30½	30	30
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## Receipt of butter by cities (tubs):

	This week.	Last week.	Last year.	Since Jan. 1, 1931.	1930.
Chicago	34,201	22,926	26,775	2,716,690	2,675,711
N. Y.	54,652	52,598	46,562	3,064,961	3,049,131
Boston	11,926	10,935	9,041	914,420	910,062
Phila.	12,049	9,410	12,514	990,778	915,344

Total 112,828 95,869 94,922 7,706,849 7,550,268

## Cold storage movement (lbs.):

	In Oct. 22.	Out Oct. 22.	On hand Oct. 23.	Same week-day last year.
Chicago	93,926	200,763	12,921,353	27,846,062
New York	47,192	140,483	5,439,978	11,728,025
Boston	39,849	158,630	4,191,160	8,707,006
Phila.	6,300	136,062	1,163,110	3,061,895
Total	187,267	635,940	23,715,621	51,340,980

## FERTILIZER MATERIALS.

## BASIS NEW YORK DELIVERY.

## Ammoniates.

Ammonium sulphate, bulk, per ton ex vessel Atlantic and Gulf ports	...
Ammonium sulphate, double bags, per 100 lb. f.a.s. New York	...
Blood dried, 15-16% per unit	...
Fish scrap, dried, 11% ammonia, 10% B. P. L. f.o.b. fish factory	...
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	...
Fish scrap, acidulated, 6% ammonia	...
3% A. P. A. Del'd Bait. & Norfolk	...
Soda Nitrate in bags, 100 lbs. spot	...
Tankage, ground, 10% ammonia	...
15% B. P. L. bulk	...
Tankage, unground, 9@10% ammo	...

## Phosphates.

Foreign, bone meal, steamed, 3 and 50 bags, per ton, c.i.f.	...
Bone meal, raw, India, 4½ and 50 bags, per ton, c.i.f.	...
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% flat	...

## Potash.

Manure salt, 20% bulk, per ton	...
Kalnit, 14% bulk, per ton	...
Muriate in bags, basis 80%, per ton	...
Sulphate in bags, basis 90%, per ton	...

## Beef.

Cracklings, 50% unground	...
Cracklings, 60% unground	...

## BONES, HOOF AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pieces	75.00 @ 80.00
Flat shin bones, avg. 40 to 48 lbs., per 100 pieces	45.00 @ 50.00
Black or striped hoofs, per ton	...
White hoofs, per ton	...
Thigh bones, avg. 85 to 90 lbs., per 100 pieces	...
Horns, according to grade	75.00 @ 80.00

## NEW YORK MEAT SUPPLIES.

Receipts of Western dressed meats and local slaughters under federal inspection at New York for week ended October 24, 1931, with comparisons:

	Week ended Oct. 24.	Prev. week.	Oct. week.
West. dresd. meats:			
Steers, carcasses	8,205½	10,440	4,500
Cows, carcasses	728	714	70
Bulls, carcasses	175	133	70
Veals, carcasses	11,704	13,330	9,900
Lambs, carcasses	34,854	32,703	25,000
Mutton, carcasses	1,604	1,548	1,700
Beef cuts, lbs.	265,684	306,960	180,000
Pork, lbs.	2,047,571	2,174,854	1,900,000

Local slaughters:			
Cattle	10,098	9,907	14,000
Calves	14,675	13,963	13,500
Hogs	90,098	88,648	64,700
Sheep	84,900	82,967	60,000

## MEAT IMPORTS AT NEW YORK.

For week ended October 24, 1931:

Point of origin.	Commodity.	Amount.
Brazil—Canned corned beef	180,000 lbs.	...
Canada—Bacon	5,941 lbs.	...
Canada—Sausage	230 lbs.	...
Canada—S. P. hams	...	...
Canada—Beef extract	1,512 lbs.	...
Canada—Pork cuts	...	...
Denmark—Liver paste	...	...
England—Bacon	...	...
England—Ham	...	...
England—Bouillon cubes	...	...
Germany—Sausage	4,818 lbs.	...
Germany—Ham	...	...
Germany—Powdered soup	1,300 lbs.	...
Hungary—Sausage	...	...
Italy—Sausage	...	...

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